

Fence Industry



TRADE NEWS

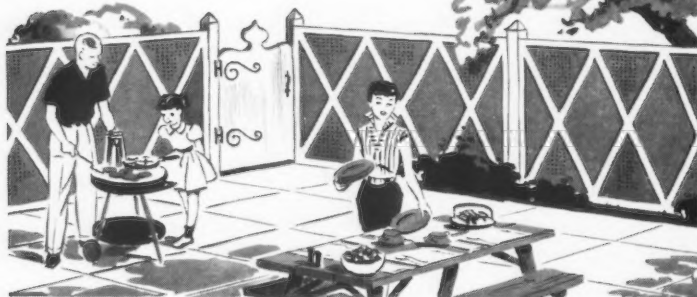
October, 1960

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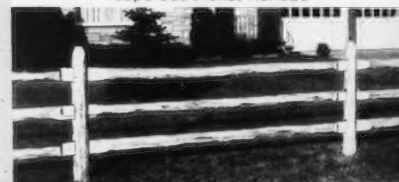
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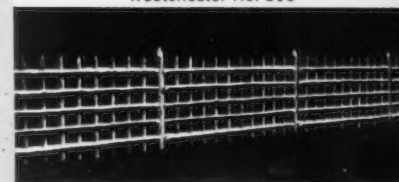
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6061-T-94 Alloy

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2x9x96"	205	108.00	115.20	144.00
2x9x108"	230	121.50	129.60	162.00
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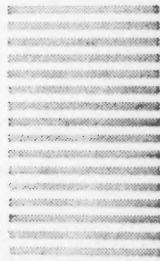
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Fence Industry

TRADE NEWS

The Journal of all Fencing and Erecting

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NOTICE!

Closing date for all advertising and editorial matter is the 1st of the month preceding the date of issue. Omissions or errors appearing as a result of receipt of late copy cannot be construed as the fault of the publishers, nor can proofs be furnished on late copy subject to revisions or corrections.

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Inform the Customer?

EDITORIAL

How fully should the customer be informed about the product and services he buys? There is no sweeping answer to such a question. But, if he is not well informed, does he not thereby leave himself open to be victimized by sharp business practices? Is it not also true that the more fully the customer is informed, the more intelligently and satisfactorily he can make his purchases? Generally speaking, the answer is yes—if we assume we are talking about reliable and truthful information.

When we talk about "standards" and "specifications" don't we really mean that people experienced in—say fencing—have agreed on what are the most desirable characteristics for both the fence materials and the installation of the fence? The consumer who has such a knowledge of fencing is a well informed buyer of fencing.

How great, then, is the need for educating the buyer of fences? In part, that depends on who the buyer is. State highway departments have strict specifications which the erector must meet, both with regard to materials and to construction. Many large industrial and commercial firms are aware of specifications, or are likely to have their own, or to want to know exactly what they are getting for their money. In these fields—highway, municipal, industrial, commercial—the fence erector himself is aware that the customer is aware, and the erector makes considerable effort to demonstrate that he can and will meet specified requirements. In these fields, then, the customer has the means and the facilities to adequately inform himself.

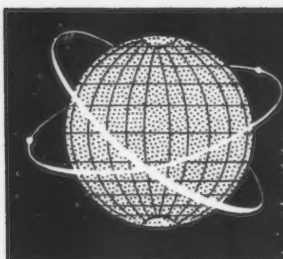
But supposing the customer is a small businessman or an individual home owner—awareness of specifications is not common in this area. It is likely that such a customer knows only what he is told by salesmen. Here the need for consumer education becomes an almost controversial subject.

What is best for the small buyer of fences who is uninformed and who does not have the facilities for constantly testing and checking the materials and workmanship? Should all the factors involved in specifications be made widely known, or should they be kept vague and shadowy? Which is better for the fence dealer?

The answer to that one, it would seem to us, is almost entirely a matter of company policy. Almost any dealer—even the most reputable one—can say: "Just give me a figure, whatever amount of money you want to spend, and I can erect a fence for you." When fence men say there is too much price cutting in the industry (and they often complain of this) they really mean that too many small customers can be sold on the basis of price alone.

If company policy goes beyond price alone, the dealer ought to broadcast his company policies from the rooftops. He ought to let it be known far and wide: (1) That customer satisfaction is paramount—the right and proper fence for a given purpose or locality is the heart of the matter, not price. (2) That specification on both work and material are made available to all customers. (3) That heavy liability, and other pertinent kinds of insurance, are carried by the dealer, and protect the customer. (4) That the dealer's staff of salesmen and erectors are reliable, permanent.

Such promotional activity would make it clear that "cut-price" fencing has no meaning. "Cut" prices usually mean that workmanship and materials also are cut. If this one fact were widely disseminated among potential fence customers—if the customer were "educated" to specifications—one of the problems of the industry would more than likely be greatly diminished.



BUSINESS TRENDS

Bulletin

Is the summer and fall decline in 1960 similar to that in 1957? This question is being asked in business circles. The cut in inventory levels usually results in the failure of the U.S. manufacturing plant to operate at or near capacity—and of course, that is happening.

Output of steel has been down to around 50 to 55 percent of capacity during the last several months, although the average for the first eight months of this year was 74.4 percent of capacity. Railroad carloadings have been tapering off. Housing starts held steady during the last half of 1959, but this year there has been a gradual decline (compared to year-ago figures) to less than 1.2 million per year rate; 1.4 million and up was the rate for 1959. Department store sales have gained about two percent over a year ago, but so has population, meaning such sales are just about holding their own.

Employment in August stood at about 68.3 million, a slight decline over the month. Unemployment stood at about 3.8 million, with a slight drop during the month, but not as large a drop as is usual in August,

The long-range trend of American business has been to produce more for less. Is that trend being reversed? Are we producing less for more, what with our inflationary direction? Recent efforts to keep prices in line, or to reduce them, has taken the form of savings in production, through use of new equipment and methods. The predicted results of automation—pockets of unemployment and severe economic instability—are beginning to affect the nation as a whole. Consumers are not fence-minded when their income is unstable or likely to become so.

Farm fence sales are off sharply according to Reuben E. Sommer, president of Keystone Steel & Wire Co., Peoria, Ill. He reports that sales of farm fence in the June quarter of 1960 were only 73 percent of the average for that quarter in recent years. He said: "The severe winter weather in the spring months of 1960 prevented farmers from getting into their fields to erect fence, and almost completely curtailed business construction." Keystone Steel, as of last month, was "proceeding at levels that permit a continuing reduction in inventories," in Sommer's words. In short, the company was operating well below capacity.

Any bright spots? Yes. Here are some of the differences to be noted between the present situation and the late summer situation of 1957.

(1) Defense spending is up, and is likely to go even higher. Under popular public pressure, and under a new awareness of the vast ramifications of the cold war, the federal government will feel the need for more spending for defense purposes.

(2) The election year. There is every likelihood that the new president, no matter of which party, will take a more aggressive approach, from the executive side, toward the management of the U.S. economy. At least more so than has been apparent in recent years.

(3) Credit is looser than it was in '57. In the latter year, credit was tightened. This year, there have been lower margin requirements, lower reserve requirements for banks, and a twice-lowered discount rate.

(4) The positive optimism of keeping the country's problems in proper perspective, as for example U.S. Steel Corporation's chairman, Roger Blough, who comments: "Unscrupulous enemies abroad cleverly deny, twist, and obscure the facts about our achievements as a nation and as a people." His company is doing something about it—a program called "Watching America Grow," reported by Lowell Thomas on tv and in newspapers.

Business investment in new plant and equipment this year will gain about 12 percent over 1959. However, this is less than the U.S. Commerce Department estimated earlier in the year, when it pegged the gain in such outlays at 14 percent.



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For MORE HOLES
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BORES AN 8" HOLE
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Model "C-70"

Pioneer of Portables, perfected in 10 years of Fence Industry service. More holes per labor \$, per Maintenance \$, per investment \$. Augers 4" to 12" diameters for wider range of fence jobs and the power, capacity and ruggedness for Volume Production over a longer period of years.

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Literature, Specifications and Prices on Request

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REALOCK

...the fence
that assures
satisfied
customers



There's no customer like a satisfied customer. He gives you the kind of advertising that money can't buy—personal recommendation to his friends on where to go for quality fence. And there's no fence like Realock for building that satisfaction and confidence with every sale. This Chain Link Fence has—

- Neat, trim appearance that enhances the value of your customer's property.
- Heavy gage steel wire and full weight fittings for lasting strength.
- Complete protection against corrosion because the steel fabric is galvanized *after weaving*.
- A variety of styles that complement different types of architecture.

These are just a few of the reasons why it pays to stock, recommend and sell Realock—the fence that builds sales and profits. Realock is made in a wide range of sizes and heights, including the new *Safety-Link 1" mesh*, designed especially for residential installations. Ask your Realock representative for complete details.

7922

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WICKWIRE SPENCER STEEL DIVISION—Buffalo, New York



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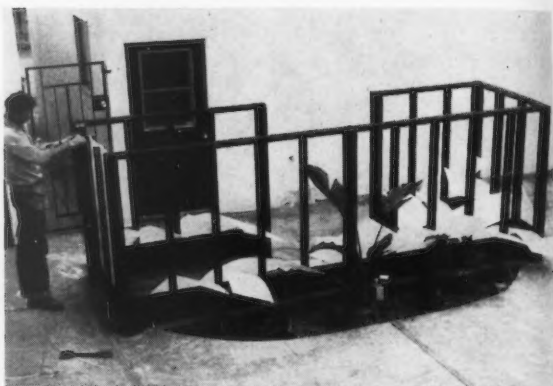
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QUALITY PRODUCTS THROUGH
PROGRESSIVE ENGINEERING



Bill Ding

Below, the finished enclosure is attractive, effective. The translucent plastic panel is framed by black separators, posts, and bottom railing. No effort is made to obscure the relative closeness of the separators or to blend them with the sheeting. The redwood separators are painted in colors contrasting with plastic.



Above, the partially installed fence. Man first assembles entire framework, minus the plastic panels. The 2" x 4" separators are for stiffening the 15" and 18" wide fiberglass sheets which clip into half-inch deep saw cerfs. After the panels are inserted and cut by tin snips to exact height, top cap rail is installed. Fiberglass sheeting is available in 13 colors.

Framed Plastic Panel Fencing

The use of fiberglass in decorative residential and commercial fencing is receiving increasing interest on the west coast where the wide range of colors and relatively low cost of the fiberglass material have made it aesthetically attractive and have placed it in the economic class of inexpensive block wall construction.

For several years fence contractors have been making extensive use of the corrugated plastic materials initially designed for patio cover use. Now, interest is being centered on the use of thin plastic sheets whose flat opacity is broken by contrasting dividers into rectangular patterns of light and dark. Bryant Fischer of Redondo Beach, Calif., is a fence contractor who has made effective use of these thin plastic sheets. Coupling his fencing know-how with architectural advice, Bryant has come up with a method of handling the 1/16" thick plastic sheeting in such a way that it is attractive, practical and competitive.

"I had tried to find a method of using this material once before," reports Bryant. "Originally, I had gone to a basket weave pattern using 12" strips of this thin material. It looked nice. But was just too flexible. An architect suggested using it in narrow sheets to get away from the problems caused by its flexibility."

The result is an attractive panel design made up of plastic sheets of 15" to 18" in width and four to five feet in length supported by redwood 4 x 4's and 2 x 4's. No effort is made to obscure the relative closeness of the 2 x 4's and 4 x 4's or to blend them into the plastic sheeting. The redwood is painted or stained colors that contrast strikingly with the plastic material, thereby providing a definite pattern to the fence.

"As in a redwood fence," explains Bryant Fischer, "we do most of the work in the shop and yard. We plough the lower part of the 4 x 4 posts to accept the 1 x 10 redwood panel that runs along the ground and we use a regular saw to provide the slot in the

posts, separators, and rails into which the plastic will fit. The posts and vertical separators are all cut to length in the yard, the plastic sheeting is ordered in 15" and 18" panels. The only on-the-job fitting that has to be done is cutting in the top and bottom rails and the 1 x 10 redwood panel along the ground. Also, one section of the plastic sheeting in each unit has to be trimmed down."

After the wooden framework has been set, the top and bottom rails and 1 x 10 panel fitted and the vertical 2 x 4 separators located, the top rail is tacked in place and the painters move on the job.

"There are 13 different colors in which this plastic material is currently available," notes Bryant. "With this many basic colors and a modest use of horizontal and vertical separators, the artistic possibilities of this type of fence are almost limitless."

On the job where this fence was being installed—eleven apartment buildings of six apartments each—the majority of the fences (used to divide the properties, hide rubbish and garbage cans, and provide a background for tropicals) were of white plastic and the woodwork was painted black. In one or two instances, light green plastic was used in contrast with a redwood stained framework. Total height of the fences was five feet except where swimming pools were involved, in which case code regulations stipulated a minimum height of six feet.

Bryant Fischer states that this type of fence costs slightly less than a block fence of comparable height. It is approximately twice as expensive as a solid redwood fence. He adds that if molding strips are added to eliminate any rattling of the plastic in the saw cerfs, the fence would cost approximately the same as a moderate priced block wall fence.

Editor's Note: The May 1960 issue of this magazine carried a feature article about the "Expanding Market for Fiberglass Fencing."

LETTERS



Among First To Subscribe

Sirs:

As you know, I was among the very first to subscribe to FENCE INDUSTRY, starting out with a three-year subscription. I just want to say that I have never regretted it. I just wish I could get so much value for so little on all my other expenditures. Incidentally, I have every copy of the magazine that has been published, and I hope I can maintain this record. I always enjoy looking over the back issues now and then.

Jule F. Talley Talley Fence Co.
1003 E. Main St. Alice, Texas

Wants Work in Miami

Sirs:

I am an employee of Springfield Fence Co. in the summertime. In the winter-time, I plan to attend the University of Miami. I am wondering if there is any fence company in or around Miami where I could find weekend work while attending college. I am experienced, and have a recommendation from Richard F. Hazelet, president of Springfield Fence. Send replies to this company. Joseph F. DeGraw, Springfield Fence Co. 1611 Beaver Dam Rd.

Point Pleasant, N. J.

Supply Sources Wanted

Sirs:

We would like to have the names and addresses of concerns who manufacture aluminum fence signs.

Methuen Chain Link Fence Co.
18 Sunny Ave. Methuen, Mass.

Sirs:

We would like to get in touch with some suppliers of 1" x 11 gauge galvanized fabric, especially in the Houston and Dallas area.

Acme Fence Co. 1117 Tracy Pl.
Carlsbad, N. Mex.

Sirs:

We would like to know what companies make elbows, with female hinge all in one piece, for gates.

AAA Whirlwind Fence Co., Sunrise Hwy.
Blue Point, L. I., N. Y.

They Like the Magazine

Sirs:

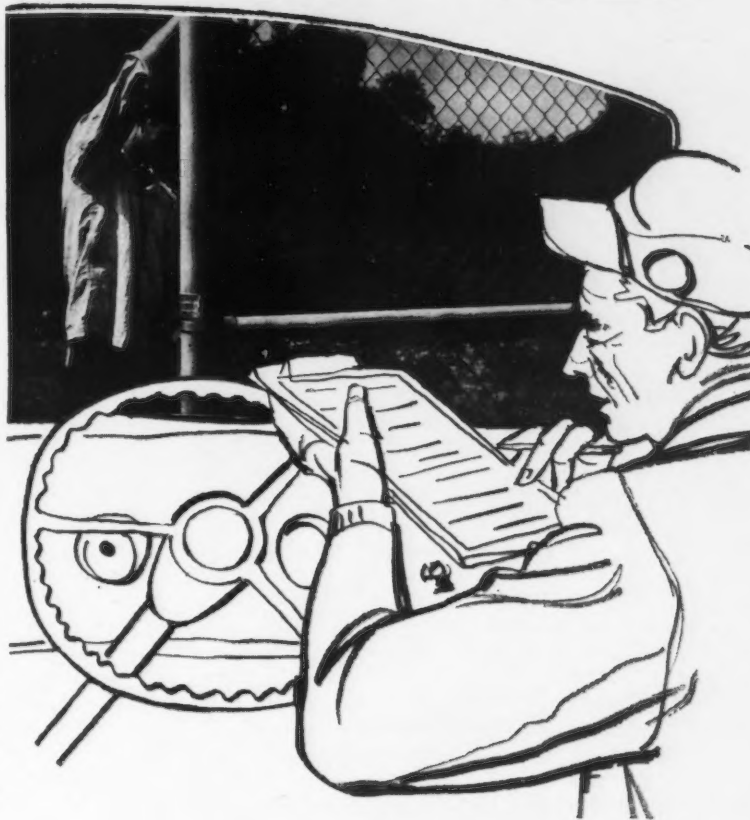
Your magazine is well worth the price. We read it from cover to cover, and enjoy it loads. Send it for two more years. R. S. Robinson, Aluminum Specialties Co. 7932 Azalea Garden Rd. Norfolk, Va.

Sirs:

Enclosed is a check for a two year subscription. Wishing you continued success, and ever-increasing enthusiasm within the industry (which needs you), I am

W. E. Sloan Logan Fence Co.
312 E. Chillicothe Bellefontaine, O.

High costs preventing low bids? Get FOSTER structural fence pipe... PLUS



The PLUS is in the savings! With Foster Structural Pipe for fence posts and rails you save two ways: material costs are lower; and, because Foster will cut your pipe to exact length, you'll cut fabrication and installation costs!

Foster Structural Pipe is full strength new mill pipe, 100% visibly round and sound. It's available in all standard wall thicknesses, black or galvanized, complete with top rail sleeves.

To meet all fence specifications Foster can supply every type of pipe, including Prime Tested Steel Pipe, Lightweight Pipe, Thinwall Steel Tubing in standard pipe sizes, and Aluminum Pipe and Tubing.

For all your pipe needs, call the Foster specialist near you, or write L. B. Foster Co. for Stock List FI-10. Pittsburgh 30, New York 7, Chicago 4, Houston 2, Los Angeles 5, Atlanta 8, Cleveland 35.



Faster From Foster

Pipe • Valves • Fittings • Piling • Rail

Even though the yard of All City Fence Company is small (60 x 100 feet), it is dominated by a neat and carefully arranged display of fencing. All City is located on one of the main arteries connecting Seattle with the suburbs. For that reason, owner Bob Anderson believes that the display has real value, and that is why he also uses vacant lots and parking strips in the area for the display of fencing samples and for small wooden advertising signs.

Says All City's Bob Anderson: "Neither a big office or an expensive location are essential to profitable operation."



The Price Edge in Low Overhead

By making low overhead expense a primary factor in his fence business, Bob Anderson, All City Fence Co., 2905-4th Ave. S., Seattle, Wash., is making a high net return on only moderate sales volume. Anderson explains it this way: "You don't have to do a big volume of business to make a decent profit. My net is higher than many firms in this area which do a far bigger volume than I do. That's simply because I don't let my overhead eat my head off."

What Anderson has done to attain this objective has been deliberate. He works out of a low-rent yard. He utilizes low-cost fencing displays. He uses what he considers the most effective advertising—three one-quarter page display ads in the classified phone directory, plus inexpensively printed offset direct mail pieces. Though he pays \$250 monthly for the classified display ads, he considers the money well spent, even when considering his economy operating budget.

In commenting on All City's low-cost yard and office, Anderson says: "It's no accident that the firm's yard and office is found in such an unattractive part of the city. I'm here because the rent is low, the commuting traffic heavy, and the sources of supply close at hand."

All City Fence occupies a 60 x 100-foot yard on a

main industrial artery connecting Seattle with the suburbs to the south. The yard costs \$100 per month. It includes a 20 x 20-foot garage, in which a 5½ x 12-foot cubicle has been partitioned off as an office for Anderson and one salesman. The rear of this property is used for storage. The front is turned over entirely to samples of wood fencing. Anderson's unattractive but functional office is midway back and on one side of the property.

This low-cost operation is combined with vacant-lot displays of samples of All City fencing; and with small wooden advertising signs in vacant fields and parking strips in the firm's general area of operation in the south end of Seattle. Anderson selects these vacant-lot display sites after carefully watching traffic during rush hours around residential areas. His ideal location is a corner lot near a congested intersection where traffic is slow and heavy.

"Lots for this purpose," says Anderson, "Frequently can be rented for a song. The displays I put on them are attractive, and easily can be moved and reorganized. Their pulling power, as far as inquiries are concerned, is very good indeed."

Anderson is alert to take advantage of local incidents that may tie into a sales promotion. For example, when Seattle passed a dog-leash law sometime ago, he realized this would mean that dog owners would want fences and many of them dog houses. So he obtained a list of dog owners from the city, sent out direct mail literature that was rubber-stamped "Dog Kennels Are Our Specialty," and as a result did a strong business in dog kennels and chalked up a surprising increase in the fence business.

All City's business, as may be inferred from the above, is partly chain link, partly wood. The firm's chain link supplier is the Colorado Fuel & Iron Corp.

Summing it up, Anderson comments: "Neither a big office nor an expensive location are essential to a profitable fence operation. Since most fence contractors are selling generally the same grade of material nowadays, it's price and service that count. Our low overhead means that we can offer the price that is required, provide the service that is expected, and still make the profit needed to keep us growing."



Bob Anderson of All City Fence pays \$100 a month for his yard and garage-office. This deliberate austerity is part of low overhead—which has been made the accepted company policy.

NEW PRODUCT... NEW FRANCHISE

Offer your customers smart new beauty, prestige & lifetime protection!



WHITE PICKET FENCE of maintenance-free Aluminum

Dramatic fencing development, fully patent protected, opens new world of sales potential! Small investment—we carry full warehouse stocks for you! Easy installation; merchandising and sales aids; advertising support! Dealerships open to qualified firms! Write for full details!

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DUBOIS is the only manufacturer to guarantee its fence against both decay damage and termites.

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Dixisteel Chain Link fabric is made from our own copper-bearing steel, woven, and then hot-dip galvanized in our own plant.

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HAYNES SEE YOUR DEALER or WRITE
MANUFACTURING CO., Livingston, Texas



One part of the Marion Cashway yard, Marion, Ia., with supply of wire, gates, posts. It typifies fence dealers serving farm trade.

A look at some dealers and manufacturers

Farm Fencing & Gates—Snow Fencing

Fence Industry's reporter, Jean Lyon, covers some typical but diverse manufacturers and dealers who cater to the farm and highway users of fencing.



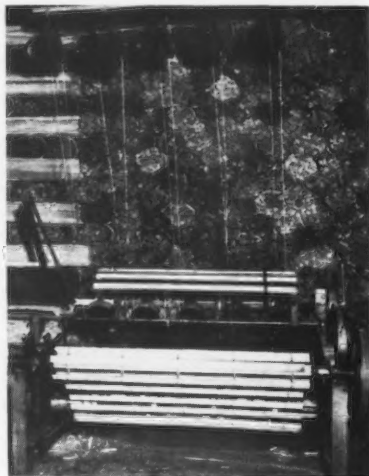
"Rovana" snow fence, tested at Saginaw, Mich., creates desired amount of swirl.

Woven-fabric snow fence developed by Dow Chemical

The Textile Fibers Department of The Dow Chemical Co., Williamsburg, Va., has developed a woven-fabric snow fence, made of "Rovana," Dow's saran micro-tape. It is said to be tough, lightweight, durable, with low storage, handling, and installation costs.

Tests made in cooperation with the Michigan Highway Department show that under heavy snow and icing conditions, the fence did not sag, yet created the desired amount of swirl. The two bands of "Rovana" fabric, in the test, were 12 inches wide; the lower band was attached to the stakes 12 inches over the ground, the second band 12 inches above the first. The stakes themselves were 12 feet apart, and the fabrics were clamped into the crotch of the stakes by wooden sticks about 16 inches long—which were then wired to the stakes. The "Rovana" fabric is produced by Plastic Woven Products Co., 51 Camden St., Paterson, N. J.

Dow Chemical developed "Rovana" after six years' research.



Snow fence machine developed under the personal supervision of E. S. Gaynor.

Veteran maker of snow fence sells product west, midwest

As a manufacturer of "Big Drift" snow fence, white picket fence, and garden shade fence, the E. S. Gaynor Lumber Co., Sioux City, Ia., concentrates its selling in a five state area—Minnesota, North and South Dakota, Kansas, and Iowa. Prohibitive freight rates impose this limitation. However, Gaynor sometimes moves a fence machine, by truck, to the location where the order originated. Also it has factories (in addition to Sioux City) at Kingsley, Ia., Aberdeen and Sioux Falls, S.D., Pocatello, Idaho, and Spokane, Wash.

Specifications vary greatly on snow fence, and on corn cribbing, which Gaynor also produces. The state of Kansas requires maple lath for snow fence; some states require fir. Cedar, spruce, cottonwood, maple are used for cribbing.

The supply of cottonwood and maple is abundant and is bought in 12-foot slabbed lots, and made into lath. The basic, soft, galvanized wire, used for both snow fence and cribbing, is bought in carload lots by Gaynor.

Briefly, the manufacturing process utilizes fence-making machines which produce snow fence with the



Cross view close-up of snow fence machine as slats are fed into fence, tightened.

slats four inches apart, corn cribbing with the slats two inches apart. Each slat is examined, then woven into the wire; the fence as a whole is wound exceptionally tight, and is pre-stretched. It is woven automatically into rolls carrying from 50 to 100 feet in length. These rolls drop on a flat conveyor, which projects the rolls endwise along the floor on a track to the dipping vat. There the rolls are immersed in a mixture of red oxide mineral paint and water. Rolls are dipped individually, and hung over the vat to drip, after which they are stood on end on the dock for storage or shipping.

Harold Lewis is general manager of Gaynor Lumber; Virgil Fowler is foreman of the fence de-

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partment, Donald Heath is tender, Glen Graham is the operator. After more than 30 years of supplying snow fence to the Midwest and parts of the Northwest, E. S. Gaylor is still active as head of the company.



Frank Williams, manager of Eclipse at Monticello, is known to customers as a magazine columnist as well as a fence dealer.

Eclipse Lumber promotes and sells heavily to farm trade

The Eclipse Lumber Company has 34 line yards scattered through the state of Iowa. The yard at Monticello, Ia., is typical in that it has a heavy farm trade. For example, it sells about 2,500 to 3,000 wood and 1,500 steel posts per year. The commonest kind of wire for farm fence is 32-inch, and usually goes in 80 or 100 rod sales.

Promotion at the Monticello yard is aimed directly at farmers. Third-class direct mailings of a letter-size flyer are made to hundreds of farmers in the area. These same prospective customers also receive a bi-monthly publication, *The Farm Spokesman*, an eight-page tabloid-size magazine touching on numerous farm problems and activities. Although it is printed, addressed, and mailed from Cleveland, Ohio, by the Republic Steel Corp., it carries the name, *The Monticello Farm Spokesman* at the top of the first page, along with a departmental feature called "Frank Williams' Column," with a picture of the author. He is none other than the Frank Williams who is manager of Eclipse at Monticello. This makes a personal, local tie-in with the general news, tips, features, pictures—all directed specifically at

the farmer. The tabloid also includes advertising for Republic Steel's wire fencing, barbed wire, and for Republic's booklet, available free from the lumber company on request, "Practical Farm Mechanics and Farm Fencing."

Williams has some tips of his own on selling to the farm trade. Don't provoke a farmer by bothering him during the busy planting and harvesting seasons, he says. Timing farm sales is very important. Choose the off-season times, rainy days, evenings, or even noon hours in some cases. Positively avoid the potential customer when he is swamped with work and perhaps combating weather elements not to his liking.

Here is a cross section of what Eclipse of Monticello has to offer the farm trade in the fencing line. Wire fence and steel fence posts, from Republic Steel Corp. Creosoted wood posts, from Nebraska Bridge Supply & Lumber Co., Omaha, Neb. Metal gates, from Clay Equipment Corp., Cedar Falls, Ia., and Franklin Equipment Co., Monticello, Ia. Wooden gates, from Heider Gate Co., Carroll, Ia., and Rowe Mfg. Co., Galesburg, Ill., from which latter company also comes decorative lawn fence. Decorative lawn fence (steel), from Northwestern Steel & Wire Co., Sterling, Ill. Iron railings, from Versa Products Co., Lodi, Ohio.



Left to right: Stan Haight, sales manager; Carol Eddy, treasurer; Glenn Luff, manager commercial sales; all of Lincoln Steel. Guard rail in foreground made by Lincoln.

Lincoln Steel combines fence erecting-gate manufacturing

In Lincoln, Neb., in 1873, the L. E. Brown Blacksmith Shop opened for business. It was from this humble beginning that the present-day Lincoln Steel Corporation grew and thrived, until it now can point to annual gross sales

well in excess of \$3 million. It was in 1929 that the company became the Lincoln Steel Corp., 315 W. "O" St., Lincoln, Neb., a fabricator of steel and a manufacturer of a variety of related products.

The firm's fencing activities include the manufacture and installation of wrought iron fences, guard rails, etc.; of "Flying L" autogates and clothes poles; the erecting of chain link and wood fences; the selling of wire fence and other fence materials such as "Red Brand" field fence, poultry netting, barbed wire, and "Trojan" farm, drive, lawn, and poultry gates.

Chiefly through its own sales force, Lincoln Steel covers Nebraska, Colorado, Wyoming, Montana, the Dakotas, Minnesota, Iowa, and northern Kansas. To better serve this area, the company established another plant, known as the Northland Steel Co., at 1020 Sixth Ave., Billings, Mont., about 1952. The one exception to this sales policy is the autogate, which is sold all over the country.

About 15 years ago, the company began manufacturing the now popular "Flying L Autogate," to prevent livestock from crossing an opening in the fencing, yet allowing autos to pass through without damage to tires. A variation on this called the "horseguard" functions in the same manner for horses. A standard "Autogate" with five-ton capacity is eight feet wide, six feet six inches long, and weighs 640 pounds. The gates are also made in 10, 15, and 20 ton capacities.

The "Flying L" three-way gate is light (a 12-footer weighs 60 pounds), inexpensive, designed to be easily movable. It can be swung right, left, or up—to clear snow drifts, stumps, or weeds. Horseback riders are said to like this gate, since they can open and close it without dismounting.

Stan Haight, sales manager at Lincoln Steel, points out that the firm's fence erection crews use the "Tri-Set" method for posts. He believes that it makes for easier erecting and is convenient, since there isn't the cement cleanup problem. The firm's custom-made ornamental iron work includes stair and porch railings, balconies, fences, entrance gates, mail box posts, and hall trees. Lincoln Steel's "Flying L"

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guard rail meets standard specifications in all states, says Haight.

The corporation's president is Earl T. Luff. Carl Barz is manager at Northland plant in Billings.



Kenny Woolridge, Baumgartner's sales manager, stands in one corner of new warehouse—notice the wrought iron, and the completed farm gates, ready for delivery.

Promotes in 10 states, sells through distributors in six

When Charles Baumgartner established the Baumgartner Gate Factory over 40 years ago, it manufactured farm gates, clothes line posts, fence braces, and snow fence, as well as distributing steel fence posts and wire. The company operated at its present location in Manchester, Iowa, until it burned down. The plant was re-established for a time in an old creamery building in Masonville, Iowa, just a few miles away. After his death, Baumgartner's widow sold the business and the firm's name to F. A. Haselman, the present owner. The factory was moved to a new building back at the original location; the building was added to in 1954.

Under Haselman, snow fence was discontinued, but a score of products were added to the firm's manufacturing activities, among them the following: drive-over cattle guard gate, ornamental porch rails and columns, gate irons for wood gates, steel corner posts and gate posts, tubular steel lawn posts and braces, mail box posts, post drivers, table and lawn seat set.

Baumgartner Gate now has its own sales staff, which sells in six Midwest states; it also has distributors in these states. But promotion (sending out the firm's catalog) reaches into a 10-state area.

The company's sales manager, Kenny Woolridge, reports good business in recent years. He ex-

plains: "The success of the company is due to several things. We often sell a package of gates and other fabricated metal products together. Good management methods, combined with an increased demand for our products, have all been influential."

With handily stored components, the actual assembly of a Baumgartner farm gate takes two men only a few minutes. Of course, an adequate supply of completed gates are on hand in the warehouse, but the supply can be quickly replenished through the use of the component method. Large supplies of each of the gate parts are stored in convenient range of the framing tables. It is the preparation of these stock piles of components which saves assembly time.



This is one of the framing tables in the fence-manufacturing operation—the barbed wire, braces, and tilting wire are added.

In making a gate, materials bolted together first include the ends, rails, hinges, chain and stretcher bar. A holder containing 20 rods of woven wire is at the end of one framing table. The woven wire consists of nine gauge for the top and bottom wire, 11 gauge for those wires between. A wire wrapper fastens the ends of the woven wire to the gate—to keep the wire taut, the bolts between the stretcher bar and end can be tightened.

On another framing table, the barbed wire, braces, and tilting wire are added. A double center brace strengthens the gates, which are 14, 16, and 18 feet wide. For adjusting height due to snow, weeds, etc., the gate's hinged end is adjustable to four heights—accomplished by moving a pin up or down. With two strands of wire and friction slide, the gate can also be tilted 30 inches.

After assembly, the gates are

ready for paint spraying. A special paint formula is used, both for the rust-resistant primer coat and the aluminum outer finish.

Sells variety of fencing to farmers, but does not erect

Marion Cashway, at Highways 151 and 64, Marion, Ia., does not erect fence, but sells wire fence, barbed wire, snow fence, and fence gates and posts—mostly to the farm trade. Cashway is one of the 112 line yards in the Great Plains group, with headquarters in St. Paul, Minn., and with yards in a six-state area—Minnesota, Iowa, Nebraska, South and North Dakota, and Montana.

Lynn Morse, manager of the Marion Cashway yard, points out that new road construction is one of the chief reasons why farmers order very sizeable amounts of wire fence and posts. And in the fall, he says, huge amounts of snow fence are purchased for use as temporary corn cribs. One roll of 50 to 75 feet of slat fencing will make an ordinary-sized crib. One of the commonest sales is 32-inch woven wire in 80 and 100 rod lengths. Free delivery within a 10-mile area helps promote sales.

One of Cashway's feature items is Sheffield "A to Z" woven wire fence and "100" barbed wire, supplied by the Sheffield Division, Armco Steel Corp., Kansas City, Mo. The woven wire fence has an aluminum-zinc coating, a 50 percent thicker coating than ordinary galvanized, with 50 percent more durability in any climate, and 20 percent higher tensile strength.

The Sheffield Division's non-climbable fence, Morse reports, is especially popular for play yards. The narrow horizontal, tall vertical mesh doesn't give much opportunity for a toe-hold to the would-be climber. However, it has other uses. One order for 2,000 feet of this fence went to Hiawatha, Ia., to enclose a lagoon—for the purpose of keeping animals and pedestrians out.

Cashway's promotional methods include advertising in the *Farm Bureau Spokesman*, and in local newspapers; and the use of direct mail to send out 10,000 flyers at a time, to all boxholders in eastern Iowa.

Provisions for Materials and Installation

Steel Plate Guard Fence Specifications

The requirements of state highway engineers are quite strict and specific on both materials and construction—and this includes guard rail and fencing. Herewith are the verbatim specifications for guard rail fence, released by the Texas State Highway Commission. Specifications for chain link fence from Texas will be published in the next issue.

516.1. DESCRIPTION

Steel plate guard fence shall consist of one line of steel plate supported on timber or steel posts and constructed of materials and workmanship as prescribed by these specifications, at such places as shown on the plan or as designated by the Engineer, and in conformity with the designated plans and typical details shown.

516.2. MATERIALS.

The posts may be either timber or steel and shall meet one of the following requirements:

(1) **Timber Posts** Timber posts shall be Southern Yellow Pine. All posts shall be round. End posts shall not be less, in any place, than eight (8) inches in diameter, and intermediate posts shall not be less, in any place, than seven (7) inches in diameter. They shall be of a length shown on the plans; the bottom shall be sawed off square, and the top shall be dome shaped. The posts shall be peeled and trimmed of all knots and knobs and shall be straight and smooth. The posts shall be sound and free from defects such as injurious ring shakes, large unsound or loose knots, or other defects which might impair their strength and durability. Sound knots will be permitted provided they are not in clusters and they do not exceed one-third (1/3) of the small diameter or least dimension. Any defect or combination of defects which would be more injurious than the maximum allowable knot will not be permitted. A line drawn from the center of each end of the post shall not fall outside the center of the post at any point more than one and one-fourth (1-1/4) inches.

All timber posts shall have a creosote oil or pentachlorophenol treatment of not less than eight (8) pounds per cubic foot, as required in Items 411 or 411A. Posts shall be inspected at the time of treatment.

(2) **Steel Posts** Steel posts shall be of the section and length shown on the plans. Posts of the rolled I-beam section shall be of structural steel conforming to the requirements

of A.S.T.M. specification Designation A7. Posts of the pressed Z-section shall be formed from steel containing a minimum of 0.20% copper and of a tensile strength of not less than 75,000 pounds per square inch. The top of all posts shall be bevelled as required by details, and drilled or punched for bolts for rail attachment.

516.3. PLATE AND FITTINGS

(1) **Types 5 and 6** The rail plate shall be formed from copper-bearing steel (minimum 0.20% copper) of not less than No. 12 U. S. Standard Gauge. The depth of the beam formed by the rail plate shall be not less than 3 inches, measured perpendicular to the face of the rail, and the width of the finished rail plate shall be not less than 12 inches. The section modulus of the rail plate about an axis parallel to its face shall be not less than 1.30. The ultimate tensile strength of the plate material shall be not less than seventy-five thousand (75,000) pounds per square inch.

Plates shall be joined end to end by bolts, and where the plates are lapped rather than joined by a flush splice, the lap shall be in the direction of traffic in the lane adjoining the guard fence.

(2) **Joints** All joints of connecting rail members shall have a strength in tension of at least sixty thousand (60,000) pounds. Bolts used therein shall be proportioned so that they will not fail under a load less than that specified above.

(3) **Fittings** Fittings shall consist of bolts, nuts, and washers, and shall conform to the details given on the designated standard plan.

(4) **Bolts** All bolts shall be made from steel and shall have proper strength for the purpose intended.

516.4. PRIMER PROTECTIVE COATING

Rail plates may be galvanized or ungalvanized. Rail plates, if not galvanized, and the coil springs for take-up shall be coated at the factory with one coat of a primer composed of fifty-five (55) per cent by weight of pigment and forty-five (45) per

cent by weight of vehicle. The pigment composition shall be six (6) per cent lead sulphate, ten (10) per cent zinc oxide, thirty-two (32) per cent basic lead chromate, ten (10) per cent of ninety-five (95) per cent red lead, twenty-one (21) per cent pure iron oxide (Fe_2O_3), and twenty-one (21) per cent silica and silicates. The vehicle shall be of the fast-drying, long oil varnish type. The non-volatile portion shall be a minimum of fifty-two (52) per cent by weight of the total vehicle and shall consist of resins combined with drying oils in such manner as to impart a high degree of water resistance, adhesion, elasticity, and durability to the paint. The plates shall be clean at the time the coat is applied. If galvanized plates are used, the primer protective coating will not be required.

Steel posts shall be coated at the factory with one coat of the specified primer applied on the entire surface while clean and dry. All shop coats shall be applied with a brush.

516.5. PAINT

The Number One Field Coat Paint, which is also used for spot painting, shall be composed of seventy-eight (78) to eighty (80) per cent pigment and twenty (20) to twenty-two (22) per cent vehicle. The pigment composition shall be eighty (80) per cent metallic zinc and twenty (20) per cent zinc oxide; the vehicle composition shall be ninety (90) to ninety-five (95) per cent linseed oil and five (5) to ten (10) per cent volatile and drier.

The Number Two Field Coat Paint shall be composed of two (2) pounds of aluminum bronze powder to a gallon of aluminum varnish and must be mixed only on the day the paint is to be applied. The aluminum bronze powder shall be free from adulterants and shall have suitable leafing property; ninety-eight (98) to one hundred (100) per cent shall pass the one hundred and forty (140) mesh sieve; and fifty (50) to one hundred (100) per cent shall pass the three hundred and twenty-

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five (325) mesh sieve. Aluminum varnish shall have suitable working and drying characteristics for aluminum paint and shall have fifty (50) to fifty-seven (57) per cent non-volatile ingredients and forty-three (43) to fifty (50) per cent volatile ingredients. The non-volatile ingredients shall be composed of only China Wood Oil and Bakelite one hundred (100) per cent phenolic resin with required drier. The ratio of oil to resin shall be forty (40) to forty-five (45) gallons of oil to one hundred (100) pounds of resin.

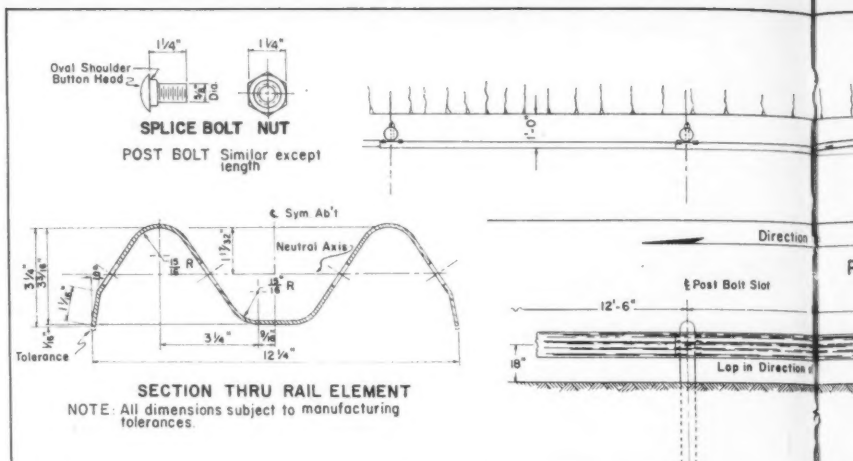
At the option of the Contractor, paint and painting may conform to the requirements for bridge rail painting as set out in the Item "Paint and Painting". The shop coats shall be applied with a brush. Field coats may be applied either by brushing or spraying.

516.6. CERTIFIED ANALYSIS

A certificate of analysis executed by the producer shall be furnished the Department setting forth the trade name or brand of paint or primer proposed for use under this item, together with a facsimile copy thereof and a typical analysis showing the percentage of each of the chemical elements in the pigment and vehicle. The producer shall provide that all paint or primer furnished and the trade name or brand given shall conform to the certified analysis as filed and to the statement of the various percentages of the ingredients on the receptacle or container. The certified analysis shall be sworn to by a person having legal authority to bind the company by his acts. After approval by the Department of a brand for a specific use, additional analysis will not be required for that brand unless requested.

516.7. GALVANIZING

Rail plates may be galvanized or ungalvanized. All other metal except coil springs for take-ups and posts shall be galvanized. Galvanizing shall be done by the hot double dip or electro-plate method, and the metal shall have a continuous coating of zinc of a uniform thickness, so applied that it will adhere firmly to the surface, and it shall be capable of withstanding four (4) immersions in a standard testing solution of copper sulphate without showing any trace of metallic copper. The first three (3) immersions shall be for a period of one (1) minute each, and the fourth for a period of one-half (½) minute.



SPACING FOR HIGHWAY DELINEATORS ON HORIZONTAL CURVES
TEXAS HIGHWAY DEPARTMENT STANDARD

Degree of Curve	Spacing On Curve	Spacing in Advance of and Beyond Curve	First space	Second space	Third space
1	93'-9"	100'	100'	100'	100'
2	62'-6"	100'	100'	100'	100'
3	50'	87'-6"	100'	100'	100'
4-5	43'-9"	81'-3"	100'	100'	100'
6-7	37'-6"	68'-9"	100'	100'	100'
8-9-10	31'-3"	56'-3"	93'-9"	100'	100'
11-19 incl.	25'	43'-9"	75'	100'	100'
20-30 incl.	18'-9"	31'-3"	56'-3"	100'	100'

The spacing on the curve is found from the formula: $S = 1.2\sqrt{R \times 18}$ adjusted to the nearest multiple of 6'-3" where R is the radius of the curve in feet. The spacing to the first delineator in advance of and beyond the curve is 1.8S, to the next delineator 3S, and to the next 6S, but not to exceed 100 feet.

SPACING FOR HIGHWAY DELINEATORS ON VERTICAL CURVES
TEXAS HIGHWAY DEPARTMENT STANDARD

Algebraic Difference in Percent of Grade	Delineator Spacing When Length of Vertical Curve is - - -												
	100'	200'	300'	400'	500'	600'	800'	1000'	1200'	1400'	1600'	1800'	
0.5	100'	100'	100'	100'	100'	100'	100'	100'	100'	100'	100'	100'	
1.0	75'	100'	100'	100'	100'	100'	100'	100'	100'	100'	100'	100'	
1.5	56'-3"	87'-6"	100'	100'	100'	100'	100'	100'	100'	100'	100'	100'	
2.0	43'-9"	75'	93'-9"	100'	100'	100'	100'	100'	100'	100'	100'	100'	
2.5	37'-6"	62'-6"	81'-3"	100'	100'	100'	100'	100'	100'	100'	100'	100'	
3.0	31'-3"	56'-3"	75'	87'-6"	100'	100'	100'	100'	100'	100'	100'	100'	
4.0	25'	43'-9"	62'-6"	75'	87'-6"	93'-9"	100'	100'	100'	100'	100'	100'	
5.0	25'	37'-6"	50'	62'-6"	75'	81'-3"	100'	100'	100'	100'	100'	100'	
6.0	25'	31'-3"	43'-9"	56'-3"	68'-9"	75'	87'-6"	100'	100'	100'	100'	100'	
7.0	25'	25'	31'-3"	43'-9"	56'-3"	68'-9"	81'-3"	93'-9"	100'	100'	100'	100'	
9.5	25'	25'	25'	31'-3"	43'-9"	56'-3"	68'-9"	75'	87'-6"	93'-9"	100'	100'	
12.0	25'	25'	25'	25'	31'-3"	43'-9"	56'-3"	68'-9"	75'	81'-3"	87'-6"	100'	
14.5	25'	25'	25'	25'	25'	31'-3"	37'-6"	43'-9"	50'	56'-3"	62'-6"	68'-9"	
17.0	25'	25'	25'	25'	25'	25'	31'-3"	37'-6"	43'-9"	50'	56'-3"	62'-6"	
19.5	25'	25'	25'	25'	25'	25'	25'	31'-3"	37'-6"	43'-9"	50'	56'-3"	
24.0	25'	25'	25'	25'	25'	25'	25'	25'	31'-3"	37'-6"	43'-9"	50'	

The spacing, S, on the vertical curve (to a maximum of 100 feet) is found from the formula: $S = 94\sqrt{L \times G}$ - 20, adjusted multiple of 6'-3", where L is the length of curve in hundreds of feet and G is the algebraic difference in percent. Spacing to the first delineator in advance of and beyond the curve shall be 1.8S, to the next delineator 3S and to the next 6S, but not to exceed 100 feet.

The use of ungalvanized chrome nickel bolts at plate connections will be permitted.

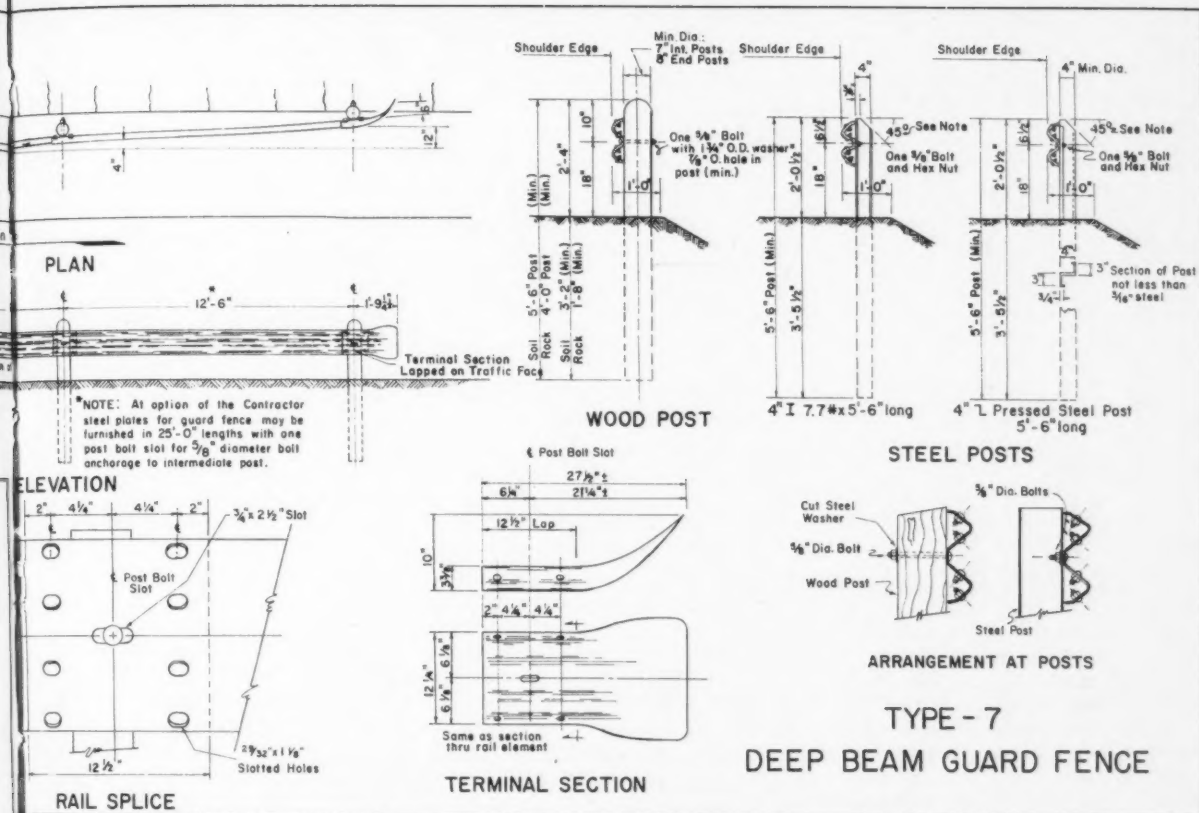
516.8. SAMPLING AND TESTING

A sample of the spring support and plate may be taken for each project or for each shipment to a project. Samples of bolts and compression springs may also be required. All samples shall be furnished to the Department free of charge. Produc-

ers shall furnish certificates as to the copper content of the steel from which the plates are made. The plate shall be sampled and tested in accordance with the current requirements of the "Standard Methods of Tension Testing of Metallic Material", A.S.T.M. Designation E 8.

516.9. CONSTRUCTION METHODS

The posts shall be set plumb and firm to the line and grade shown on



GENERAL NOTES

See Specifications for Material requirements and Construction methods.

TYPE 7 GUARD FENCE: Detail drawings and samples of plates and fittings must be submitted to and approved by the Texas Highway Department. Special fabrication will not be required in installations having a curvature of greater than 150' radius; those having a curvature of less than 150' radius will have a beam fabricated to fit the designated curve. With the exception of those terminating at bridges, each length of guard fence shall flare-out from the roadway center-line as detailed. The ones terminating at bridges shall be constructed according to detail plans. Bolts used in attaching rail to post shall be of sufficient length to extend through the full thickness of the nut and no more than $3/4$ " beyond it. Square steel plate washers, of not less than $1\frac{3}{4}$ " on a side, will be permitted in lieu of the round washer shown. Square top steel posts may be used in lieu of beveled posts.

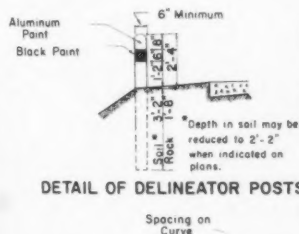
TIMBER POST GUARD FENCE: Installations on fills will be spaced in multiples of 6'-3" and in accordance with details shown elsewhere.

TEXAS HIGHWAY DEPARTMENT STEEL PLATE GUARD FENCE DEEP BEAM TYPE AND TIMBER POST GUARD FENCE

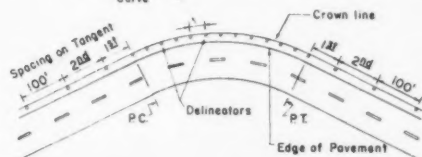
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DATE	REVISION	BY	APPROVED	STATE	FEDERAL AID PROJECT NO.	SHEET NO.
8-7-54	REVISED	CHAS. H. HALL	CHAS. H. HALL	6	Texas	
8-15-54	REVISED	CHAS. H. HALL	CHAS. H. HALL			
8-25-54	REVISED	CHAS. H. HALL	CHAS. H. HALL			
10-25-54	REVISED	CHAS. H. HALL	CHAS. H. HALL			

DETAIL OF DELINEATOR POSTS



DELINEATORS FOR CURVES OR TANGENT SECTIONS TIMBER POST GUARD FENCE



the plans. Backfilling shall be thoroughly tamped in four (4) inch layers. The steel plates and offsets shall be erected on the posts and the guard fence constructed in accordance with the pertinent standard plans and these specifications.

Steel posts may be driven to the established line and grade where approved caps or driving devices are provided to avoid distortion of the

metal. Before driving posts, the ground adjacent to the post shall be excavated to a depth of 6 inches below finished shoulder grade, and after placing, each post shall be painted from 6 inches below the ground surface to 2 inches above, with one brush-coat application of hot asphalt, finished to a neat line at the top.

After erection, all parts of metal posts and the plate on which the

primer coat or galvanizing has become scratched or chipped shall be thoroughly cleaned and spot painted with the paint specified for the first field coat. The spot coat shall be allowed to dry for at least twelve (12) hours, after which the plate and metal posts shall be painted with Number One Field Coat. After the Number One Field Coat has dried for at least forty-eight (48) hours, the

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Number Two Field Coat shall be applied.

If the coil springs for take-ups are not painted with aluminum at the factory, they shall be painted on the job with paint as specified for the plates.

If galvanized plates are used, only the roadway face of rail shall be painted as specified above.

516.10. MEASUREMENT

Steel plate guard fence will be measured by the linear foot of fence, complete in place. Measurement shall be made upon the face of the rail in place, from center to center of end posts.

516.11. PAYMENT

The work performed and material furnished as prescribed by this item, measured as provided under "Measurement", will be paid for at the unit price bid for "Steel Plate Guard Fence", of the types indicated on plans, which price shall be full compensation for furnishing all materials, for all preparation, hauling and erection and painting of same, and for all labor, tools, equipment, and incidentals necessary to complete the work, including excavation, backfilling, and disposal of surplus material.

SPECIAL PROVISION TO ITEM 516

For this project Item 516, "Steel Plate Guard Fence" of the Standard Specifications is hereby amended with respect to the clauses cited below, and no other clauses or requirements of Item 516 are waived or changed hereby.

The first sentence of Article 516.2, Materials, is voided and replaced by the following:

516.2 MATERIALS The posts may be either timber or steel except when one or the other is specified on the plans and shall meet the following requirements:

Requirement in Sub-section (2) of Article 516.2, Materials, that steel contain a minimum copper content of 0.20% is voided and not replaced.

Article 516.3, Plate and Fitting is voided and replaced by the following:

516.3 PLATE AND FITTINGS

Types 5, 6, and 7. The rail plate shall be of the U. S. Standard Gauge specified on the plans. The depth

of the beam formed by the rail plate shall be not less than three inches, measured perpendicular to the face of the rail. When tested in direct tension, a full cross section of rail element and joint shall develop a strength of not less than 50,000 pounds. Plates shall be free from warp. When tested with a straight edge or string along either edge of a sectional length of plate, the maximum deviation of the plate edges from the straight edge shall not exceed one-half inch at any point.

If requested, plates shall be sampled and tested in accordance with the current requirements of the "Standard Methods of Tension Testing of Metallic Material", A.S.T.M. Designation E 8.

Plates shall be jointed end to end by bolts, and where the plates are lapped rather than joined by a flush splice, the lap shall be in the direction of traffic in the lane adjoining the guard fence.

Fittings, bolts, nuts and washers shall conform to the details shown on the plans. All fittings, bolts, etc. shall be made from steel and shall have proper strength for the purpose intended.

516.9 CONSTRUCTION METHODS

Article 516.9, Construction Methods, is supplemented by the following: When specified on the plans, posts will be set in concrete. Where guard fence plate sections are specified for bridge railing the same type of guard fence plate shall be used for the guard fence connection to the bridge rail. The type of rail and type of post selected by the Contractor shall be used uniformly throughout the job.

Article 516.11, Payment, is voided and replaced by the following:

516.11 PAYMENT

The work performed and material furnished as prescribed by this item measured as provided under "Measurement" will be paid for at the unit price bid for "Steel Plate Guard Fence" of the Types and gauge specified, which price shall be full compensation for furnishing all materials, for all preparation, hauling and erection and painting of same, for setting posts in concrete when specified, and for all labor, tools, equipment, and incidentals necessary to complete the work, including excavation, back filling, and disposal of surplus material.

Next Month: watch for the specifications on chain link fence required by the Texas State Highway Department.

CHANNEL GUARD FENCE

1. DESCRIPTION

Channel guard rail fence shall consist of one line of steel channel supported on steel posts mounted in concrete and constructed of materials and workmanship as prescribed by these specifications.

2. MATERIALS

Posts shall be of structural steel conforming to the requirements of A.S.T.M. specifications designation A7. The top of all posts shall be bevelled, and drilled or punched for rail attachment.

3. PLATE & FITTINGS

(1) The channel rail shall be of structural steel conforming to the requirements of A.S.T.M. specification designation A7. Plates shall be joined end to end by bolts with flush splices.

(2) Joints and fittings shall consist of bolts, nuts, and washers. All bolts shall be made from steel and shall have the proper strength for the purpose intended.

4. GALVANIZING

All metal except posts and channels shall be galvanized. Galvanizing shall be done by the hot double dip or electrolyte method, and the metal shall have a continuous coating of zinc of a uniform thickness, so applied that it will adhere firmly to the surface, and it shall be capable of withstanding four immersions in a standard solution of copper sulphate without showing any trace of metallic copper. The first three immersions shall be of a period of one minute each, and the fourth for a period of one-half minute. The use of ungalvanized chrome nickel bolts at plate connections will be permitted.

5. CONSTRUCTION METHODS

The posts shall be set plumb and firm to the line and grade. The steel channels shall be erected on the posts and the guard fence constructed in accordance with these specifications.

Foundation holes shall be constructed plumb and true. Concrete for the posts' foundations shall be class "A" concrete, and shall be thoroughly tamped or vibrated during placing operation. Prior to placing posts, each post shall be painted from six inches below the finished concrete surface to two inches above, with the brush coat application of hot asphalt, finished to neat line at top.

Looking Back on 50 Years with the Empire Fence Company

Joseph Still, head of this highly successful fence operation, gives his reasons for a five-time business increase in the last 10 years, comments on old and new phases of the industry.

Two years ago a man named Joseph Still retired, after having been active in the fence business for 48 years. But he didn't stay retired long. Maybe that's because he calls the fence business "an exciting, dynamic type of pick-and shovel business." Today, at the age of 72, he is again active as president of the Empire Fence Co., 314 Buffalo Rd., Rochester, N. Y., and his son, Donald, who entered the company after his graduation from college in 1948, serves as secretary-treasurer of the corporation. The firm's inception dates back to 1910, and it has been strictly in fencing since the beginning. It has been located at the present address since about 1927.

In the past 10 years, according to the Stills, dollar volume of sales at Empire has increased about five times. In Rochester, as in most U. S. metropolitan areas, this is accounted for most simply in terms of the greater demand of the larger population. But among other factors are the following: The increased incidence of vandalism, which has brought a strong demand for fencing by industrial and commercial firms. The need for more traffic control, not only on limited access toll roads and freeways, but in the heart of cities too. The increase in the dog population. The increase in the number of swimming pools. The development of suburbia and its trend to out-of-door activities around the home.

Empire Fence Co. operates on several levels: as an erector of fences in New York state; as a distributor;

and as a manufacturer. In all its business dealings, the company benefits from its long-standing reputation in the community. "Maybe," says Joe Still, "as much as 50 percent of our work, especially on the industrial side, may be accounted for by the fact that we've been around so long and that we have gained a reputation for stability."

In the early days at Empire, most of the installations were the old "Jones" lock fence—the kind you crimped and put lockers on. This fence was made right on the spot. With the exception of the diamond mesh type, this was about all that was available. Then the woven wire fence with the hairpin top came into use. After World War I, chain link fence began to come into vogue.

Since the advent of chain link fencing in this country, according to the elder Still, changes in fencing have been very gradual. Basically, he says, the industry is pretty much the same. "Styles" in chain link fabric have not changed noticeably—the recent addition of color is an innovation which has not yet proved itself. There has been some lightening of the weight of fittings and pipe. Eleven gauge fabric is becoming far more commonplace than it once was.

Prices, says Still, have certainly not advanced radically as compared with the economy generally. In the early 1920's, chain link fencing was bringing about 75 cents the lineal foot, but only about 50 cents a foot

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The executive and sales staff at Empire Fence, left to right: Ed Cabil, wholesale manager; Donald Still, secretary-treasurer; Joseph Still, president and founder; James Smith, residential sales manager; Clarence Cabil, industrial sales manager. In the background are fence fittings made and/or distributed by the company. Joseph Still, now 72, is a veteran of a full half-century in fencing.

if the job was a really big one.

The welding of gate corners, Still points out, is one thing that has universally caught on—this is because the small dealer can now buy welding equipment at a price he can afford. And of course, chain link fabric, once galvanized before weaving, is now galvanized after weaving by most, if not all, fabricators.

Donald Still added some information about the last 10 years. He says there has been an approximate price increase of some 40 percent. For one thing, specifications have been down-graded. "Structural" pipe instead of "standard" is now used in 90 percent of residential installations. The structural pipe, which was the domestic steel mills' answer to foreign competition, is 18 percent less than the "standard" pipe in weight, and is 25 percent less in price. Posts have been reduced from two-inch O. D. to one-and five-eighths inch in the last 10 years. And it is becoming more common, now, not to use truss rods on corner posts, unless the fence is 10 feet high or more. Finally, there is a trend toward the lightening of fittings. All this in addition to price rises in some materials, and the increased cost of labor.

As compared to a year ago, the younger Still reports that the manufacturer-distributor side of Empire's business has been slow this year. He feels 1960 will show a decline for the year, compared to the previous year.

Over the years, Empire Fence Co. has taken out patents on some of its own fence fittings—which it manufactures. But the company is also a distributor of fittings for Anchor Post Products, Inc., Baltimore, Md., which firm also supplies the chain link fabric that Empire uses in its installations. As a distributor, this Rochester fence company covers the area east of the Mississippi River. To many of the dealers in this part of the U. S., Empire sends its catalog of fittings. The catalog also contains another item of Empire manufacture—a double gate lock, made in several different styles. The Stills comment that they find one type of fitting popular in one area; another styling (but of the same fitting) may sell best in a second area. In fact, they say, fitting "A" is likely to sell 100 percent in area "Y", fitting "B" 100 percent in area "Z". So they carry a variety of fittings.

As a seller and installer of fences, Empire covers all of New York state except the metropolitan area of New York City. This side of the business, says Donald



Welder at work in Empire Fence's welding and gate shop, equipment for which includes two welders, two punch presses, three drill presses, a pneumatic gate stretcher, and an abrasive cut-off saw. Joe Still points out that many dealers now have their own welding equipment—at one time this was not nearly so commonplace.

Still, has been holding up well this year, and he expects to end up 1960 with a percentage of increase over the previous year.

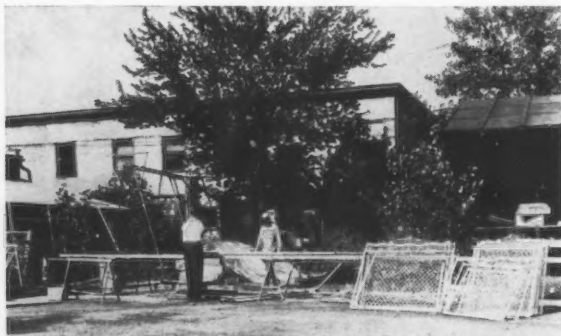
Nine erection crews are part of the total staff—including office—of 35 people. The 10,000 square feet of office building, warehouse, welding shop, and gate shop are located on approximately two-and-one-half acres of land. Several pipe storage sheds are located in the yard. Equipment includes nine trucks; tractor with loader and post hole digger; jeep with digger, and a portable digger; portable welder. Shop equipment includes two welders; two punch presses; three drill presses; a pneumatic gate stretcher; and an abrasive cut-off saw.

Chain link fencing accounts for most of the installations, which are pretty evenly divided (dollar volume) between residential and industrial. Pipe bumper rail sales and installations have been increasing, and now account for about 20 percent of the sales. Labor cost is not computed by the foot, but per post. Empire finds this an effective way of averaging out labor costs, since the number and type of posts used has a direct bearing on installation time.

Here is a time-saving technique which Empire has been using for 20 years or more. In setting posts, the concrete is mixed dry, and is made wet when it is poured into the post hole. That way the wire can be stretched at the same time.

Wood fence installations account for about 10 percent of Empire's dollar volume. Perhaps this is because there are many restrictions placed on the erecting of wood fences in Rochester and suburbs. Suppliers of this fencing are Farley Fences, Inc., Bay City, Mich., and Cedarcraft Mfg. Co., Greenbush, Mich.

As it enters its second half-century, Empire Fence Company is optimistic. Both Joseph and Donald Still believe that as a nation we have every opportunity for continued happiness and prosperity. For that will mean good business too.



A part of Empire Fence's spacious yard which, with the warehouse, office building, and shops, is located on approximately two and one-half acres of land. The company has been located here since 1927.

OBSERVATIONS

The Rochester (N. Y.) dealers spotlighted on this page, together with the Empire Fence Company feature on page 15, comprise a quick look at some of the varied fencing activities in that city.

Alliance to make steel picket fence

Two brothers, Richard C. and John Dray, literally grew up with the fence business. Their father, Charles R. Dray, started his own fence firm back in 1925, and was a well-known fence man in the Rochester, N. Y., area. In 1946, the two younger Drays established their own Alliance Fence Co., 500-520 Clinton Ave., S., at the edge of downtown Rochester. Their homestead is at 514 Clinton, right in the midst of their business properties, all of which occupy about an acre of space.

Alliance erects fences within about a 35-mile radius of Rochester. Another part of the business, at both the wholesale and retail level, is wood fencing and bumper rails. Warehouse stocks of redwood, picket, post-and-rail, and stockade are maintained, some of it being the Habitant Fence Co., line. Still another portion of the business has to do with the fabrication of pipe for use with fence erecting—selling specified cut lengths of pipe to small fence operators, sign companies.

Still another activity is just being added, according to Richard C. Dray. "We are in the process of setting up a dealer organization to distribute and erect a steel picket fence made of full weight materials. It will be of our own manufacture, and we expect it to cost about half the price of wrought iron picket."

The rear of Alliance's property, by an interesting coincidence, borders on the site of the old Erie Canal. After the canal was abandoned, a subway was built on the site. Part of the subway was used as a freight railroad line, part of it for trolley car tracks. Now, the trolley tracks have been abandoned, and a modern expressway for automobiles is just being completed. This thruway will connect Rochester with New York and Chicago on the freeway and toll-way systems. The railroad freight service, however, is still active, and into the siding at Alliance Fence Co. pours wood post-and-rail from West Virginia; redwood from California; and Habitant's cedar from northern Michigan.

A considerable share of the firm's winter schedule of work is the manufacture, by a subsidiary company, of its own make of boat hoist.



Steel picket fence for which Alliance Fence seeks dealers.

Rutner says wrought iron fence a rarity

"Wrought iron fences, other than small ones around porches etc., are getting to be a rarity," says S. L. Rutner of Rutner Iron Co., 11 Nester St., Rochester, N. Y. However, as a manufacturer of wrought iron railings for terraces, porches, balconies, and inside buildings, the company does a substantial business. Quite a few wrought iron gates are sold too, some of them rather elaborate in size and style. In addition, the company manufactures and erects aluminum windows, doors, and awnings.



S. L. Rutner reports slow business during much of this year.

Rutner Iron was established in 1940, and the owner reports that in most years there has been a percentage increase in dollar volume, but that 1959 dropped a bit. The first six months of 1960 have been very slow, according to Rutner, and although there was a summer pickup, he doubts if the year as a whole will show an increase.

Successful 15 years as fence installer

"We are installers of fences only—we supply the labor, our customers supply the materials." That's the way Raymond Abbott describes his business, the Abbott Fence Erecting Co., 176 Jefferson Ave., Rochester, N. Y. He established the firm in 1945, after he had been with Empire Fence Co. for eight years.

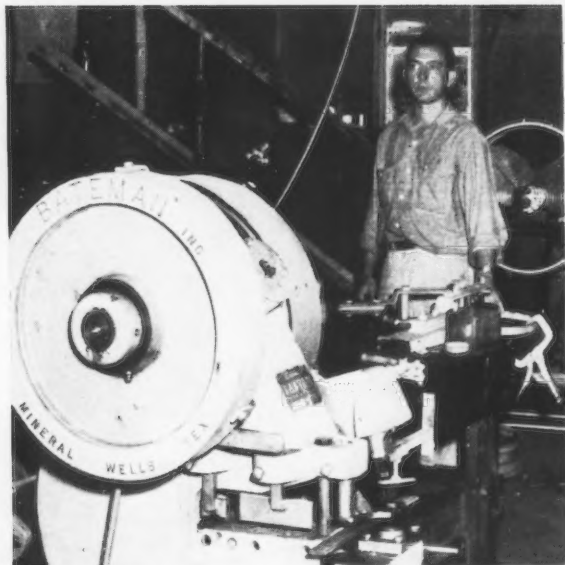
Abbott's customers are firms who sell but do not erect fencing—one of the chief ones is Sears, Roebuck & Co. in Rochester. "We also work under subcontracts for other companies," says Abbott. "That is why we supply labor only and do not sell fencing or fencing materials. The firms who hire us supply all materials except gravel and cement for setting the posts—this we furnish. However, we do carry a small inventory of fence materials for repair jobs; this is part of our service."

Abbott has his own erecting crews, usually four men, at the height of the season eight men, with three or four trucks and the necessary equipment. All the work is residential, and is done on the lineal foot basis, occasionally on a flat price. If there are any difficulties or problems to be encountered, Abbott checks the site before the salesman quotes a price. "The average soil condition," he says, "is not too bad in Rochester. There is a good sandy condition along the lake, and a little clay in the city proper. But to the south of us—through all of Monroe County in fact—there is a great deal of tough clay that hardens down in late summer."

During the 15 years in which he has operated his own company, Abbott has shown dollar volume percentage increases each year, about 10 percent on the average. In 1960, however, business is down a little. He says the season was about a month late getting started, and that there has been some tightening up of money in the area. He concludes: "This may be the first year since I've been in business that I may not show a percentage of increase."

Three Dealers On the Move

In reports from California, Iowa, and Kansas, dealers tell of taking on new lines, of doubling the summer business, and of subcontracting for 12 homebuilders. All three firms are relatively new in fencing, but are doing well.



Frank C. Saylor has adapted his "Bantam Iron Worker" to suit the needs required for working on wrought iron fences, rails.

Saylor manufactures own wrought iron

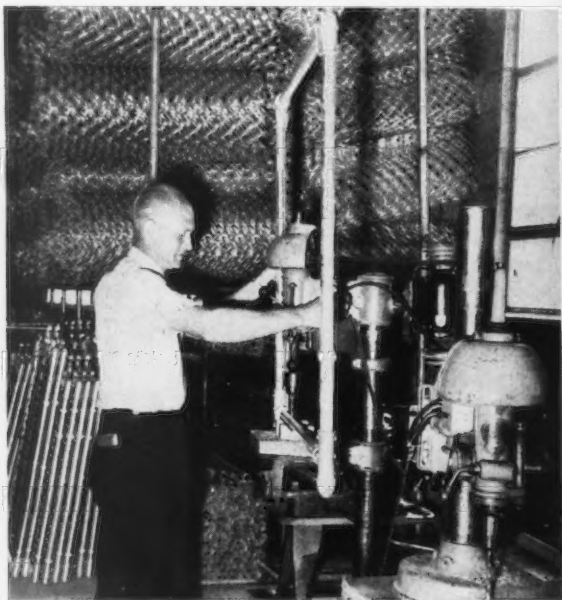
The firm of Saylor & Mullaley, Highway 74, Cedar Rapids, Ia., specializes in wrought iron installations, but also erects chain link fencing and handles a poured and precast concrete line. In an expansion move earlier this year, Frank C. Saylor, who had been operating his business as Saylor Mfg. Co., took on a partner in the person of Mike Mullaley. Now the partnership has a branch office in Shellsburg, Ia.

The company manufactures its own wrought iron fences, railings, steps, ornaments, etc. These jobs are 95 percent custom-made. Saylor has designed his own twisting machine and jig for use in constructing wrought iron. "The combination twisting and scroll machine," he says, "made for our specific use, is geared to twist all square stock, and has an arrangement for scrolls that produces about six per minute."

Saylor likes his Bateman "Bantam Iron Worker," a combination machine successful on ornamental iron. It does all shearing of channels, flats, and bar stops; is good for punching; and has a combination of blades that cut 2" x 2" angles or 4" x 4" flats. Tools in the shop include a grinder and drill press; band saw (Johnson Mfg. Corp., Albion, Mich.); air compressor (Campbell Hausfeld Co., Harrison, Ohio, and Westinghouse Electric Co., Pittsburgh, Pa.).

One of Saylor's original ideas, and a great timesaver now that it is complete, is a set of statistics, filed in book form, showing the amount of iron needed for any step or steps made, regardless of rise or tread. This saves endless trigonometry and hurried figuring.

Among the company's sources of supply are Berry Pattern Works, Birmingham, Ala., for castings; Globe Machinery & Supply Co., Cedar Rapids, Ia., for mill supplies and steel; Ryerson Steel, Chicago, and Central Steel & Wire, Chicago, for steel.



Ray Mann (above) manufactures his own gates, and with custom made line of fittings, uses them to "romance" sales talk.

Mann Fence mushrooms in Suburbia

With less than two years of operation under his belt, Ray Mann of the Mann Fence Co., Overland Park, Kans., now employs a staff of eight erectors during the busy season, and has two trucks. He reports that his 1960 volume of business doubled during the peak February through June period, over the same period in the previous year. The firm is located in a mushrooming suburban area of spacious homes whose owners are in above-average income brackets and able to afford the 200 to 300 linear feet of fencing required to enclose most lots. About 85 percent of Mann's work is residential, the balance commercial—and he expects the ratio to stay that way.

Previously, Mann had spent six years as a fence subcontractor for a large mail order house. This experience enabled him to concentrate on a program of development for his own company—which has proved helpful. Here are some of the major points in that program.

The company emphasizes redwood fence installations. "We make many a sale because we're redwood-minded," Mann remarked. "So many suburbanites like to dress the front of their property lines with redwood, and use steel on the remaining portion."

Mann Fence turns out a square-framed gate in its own gate factory and warehouse in Olathe, Kans., as a sales inducement for the total job. Whenever he calls

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on prospects, Ray Mann always takes along a gate, since he finds it can be used effectively to "romance" the sale. At least one gate, often two or three, are sold with each job.

A custom-made line of fittings, and the special made gates, Ray Mann believes, figure prominently in the company's growth. The firm sold between 1,500 and 2,000 gates during the first five months of 1960. The cast iron fittings, including line and terminal post caps, have the same ornamentation as the gates. Mann has a master pattern and farms out the moulding work.

Mann's policy is not to cut prices. But since he does all his own selling, the 10 percent saving on salesman's commission is passed along to customers. Another policy is the use of post-installation calls to check the job to assure customer satisfaction.

The classified phone book is used for promotion, along with Sunday display ads on the "Lawn & Garden" page of the local newspaper. Another effective promotional device is the use of an automatic hand projector for viewing color slides of Mann Fence installations. Prospects can quickly see what the company has to offer.

Mann Fence buys steel in carload lots from Laclede Steel Co., St. Louis, Mo.; chain link fabric from Halco Mfg. Co., Dallas, Tex.; and redwood from the Red Giant Timber, Kansas City, Mo. Equipment includes a truck-mounted power cement mixer, and a "McCulloch" post hole digger.



Harry A. Ringle (above) works in the firm's gate shop. He says he is especially proud of his business with homebuilding contractors.

San Angelo Builds \$100,000 volume in 3 years

In three years San Angelo Fence Company, 3027 Sherwood Way, San Angelo, Texas, has built a profitable volume of \$100,000 a year. The company is owned by Mr. and Mrs. Harry A. Ringle. They have built the business through a combination of working with home-building contractors and personal contacts with the management of commercial and industrial concerns needing protective fencing.

"We are especially proud of our business with building contractors," Mr. Ringle declares, "because

they are hard to please and realize that if a buyer of a home they build is dissatisfied with his fence, the complaint lands on the contractors's shoulders."

The company builds fences on a sub-contract basis for 12 homebuilders. An occasional commercial job comes to the company through the same contractors, but most commercial business results from personal contacts with the owners of these commercial plants.

"We have been able to increase our business with contractors," Ringle explains, "by figuring at the outset what price we must get for a fence to make a reasonable profit, and then sticking to that price. We emphasize, in talking to a building contractor about fence prices, that he obviously wants his fences built by an erector that will build to please the home owner and thus eliminate complaints later; and we stress that he cannot expect anyone to build that kind of fence unless the price is sufficient to enable him to utilize good materials, do a good job and make a profit."

That this initial sales approach is effective is indicated by a recent call from a home contractor, who wanted Ringle to figure his contract price on 20 fences, to be built as fast as he could get to them. "With that many fences in one job, you should be able to shade your price a little," the contractor suggested.

Ringle held to his standard price, explained to the customer that he had figured his contract as low as it was possible to do it and still do a good job with good materials, and the fact that there were 20 fences instead of only one did not reduce the cost of materials or labor. He got the contract for the 20 fences without further argument.

Ringle estimates that about 60 per cent of his business is with contractors, the remainder divided between commercial and industrial customers and individual home owners. "We like to work with building contractors, even though the profit per fence is not as much as from an individual job of the same size, because it is regular business and, now that we have established ourselves with them, there is little sales effort or expense involved," Ringle points out. "Building business is good here, and we can see ahead and know that we are going to have the nucleus of a profitable volume right along. That not only enables us to plan and buy ahead but we can keep our erectors satisfied and working, rather than having to lay some of them off during what otherwise might be temporary slumps. Keeping good erectors is highly important in turning out a good fence job."

The company pushes both chain link and cedar fences. Jobs for home-building contractors are predominately cedar. The company erects from 800 to 1,000 feet of cedar fence weekly. It fabricates its own chain-link gates.

Most of the company's business from individual home owners comes from persons who have seen some of the fences erected by the company for building contractors and have learned who built them. Although Ringle does not do any door-to-door selling, he does follow up telephone inquiries promptly by visiting the premises of the prospect, looking over the site and advising him as to the type of fence that would be best for his home.



INFORMATION

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Editor . . . for publication.



J. S. Eskin retires after 43 years

J. S. ESKIN, general manager of sales, Realock Fence Department, Colorado Fuel & Iron Corp., 40 Colorado St., Clifton, N. J., retired last month after better than 30 years of service with the corporation, and 43 years of service with the chain link fence industry. In commenting on his retirement, Eskin said: "I can safely say that these were years filled with excitement, anxiety, anticipation, and some disappointments, but the resulting climax was always amiable and peaceful, as can be expected from the calibre of persons with whom I associated. The parting is painful, but the expectation of continued contact with the numerous friends I made will compensate for this natural development." Eskin will continue to reside at his home, 759-11th Ave., Paterson 4, N. J.

Changes in company names

MIDWEST BUILDING PRODUCTS CO., P. O. Box 2964, Cleveland 16, Ohio, is the new name for Groshong Lumber Products. BROSKI BROS., INC., 3915 Fuller, Kansas City 29, Mo., is a change from Broski Bros. Fence Co.

ACORN FENCE INC., 520 Newport St., Brooklyn, N. Y., is a change from Acorn Wire Fence Co.

ATLAS FENCE & RAILING CORP., is a change from Atlas Railing Co., Inc. The filer is Charles Rose, 37 Wall St., New York 5, N. Y.

BLIND BROOK FENCE, INC., is a change from Smith & Niebuhr, Inc. The filer is Louis I. Bell, 132 Larchmont Ave., Larchmont, N. Y.

AAA WHIRLWIND FENCE CO., Sunrise Hwy., Blue Point, L. I., N. Y., is a change from E. W. Bliss Fence Co., W. Babylon, N. Y.

ROCKLAND FENCE & SUPPLY CO., INC., Route 59, West Nyack, N. Y., is a change from Modern Home Improvement Co.

Out of business

BUFFALO BOLT CO., 101 East Ave., North Tonawanda, N. Y., reports that it has completely liquidated.

Reynolds names fence sales manager

REYNOLDS METALS COMPANY's central region office, Wrigley Bldg. Chicago, is headquarters for the newly appointed manager of aluminum fence sales in the central region, Benjamin C. Russell. He will be responsible for sales of aluminum fencing in the industrial, commercial, residential, and highway markets. Reynolds' regional manager of architectural and building products sales, W. H. Honaker, commented: "Since Reynolds does not sell aluminum fence at the retail level, Russell's primary responsibility will be to work closely with major aluminum fence distributors and their salesmen in the nine-state area comprising our central sales region." Russell, who has been associated with the Reynolds organization for several years, previously was with the Cyclone Fence Division, U. S. Steel Corp., for more than four years.

Forest Products Lab in Venezuela

THE VENEZUELAN GOVERNMENT recently established the National Laboratory of Forest Products, to operate under the supervision of the Ministry of Agriculture. Located at the University of Los Andes in Merida, the Laboratory is an initial step in the possible development of forest resources in that country—little exploitation of its forest resources has taken place thus far.

New fence - splicing device is now being marketed under name "Nicopress" — it was developed jointly.

To use the new fence-splicer, upper left, corresponding wires from two sections of fence are inserted in sleeve, and with use of special splicing tool, the sleeve is compressed into a tight bond.

A FENCE SPLICING DEVICE (a small metal sleeve) has been developed jointly by U. S. Steel's American Steel & Wire Division and the National Telephone Supply Co., the latter of which is marketing the product under the trade name "Nicopress."

This zinc-coated metal sleeve is shaped like a slightly crimped oval approximately one-half inch long, the size varying somewhat according to the gauge of fence wires to be joined. To begin splicing two sections of fence, one wire from each section is inserted in the sleeve. With the use of a specially designed

Calendar of conventions

ANNUAL HARDWARE SHOW, Oct. 10-14, The Coliseum, New York City.

NATIONAL RETAIL LUMBER DEALERS ASSOCIATION, Nov. 13-16, San Francisco.

MIDWEST LUMBER DEALERS ASSOCIATION, Dec. 9-11, Hotel Leamington, Minneapolis, Minn.

AMERICAN ROAD BUILDERS ASSOCIATION, Mar. 5-8, 1961, Chalfonte-Haddon Hall, Atlantic City, N. J.

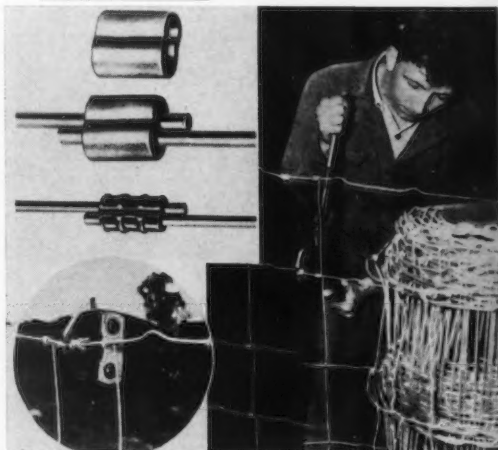
MID-SOUTH BUILDING MATERIAL CONVENTION, Mar. 5-7, 1961, Peabody Hotel, Memphis Tenn.

Double executive duty for fence man

J. HAROLD BUMBY, president of The MacGillis & Gibbs Co., 4278 N. Teutonia Ave., Milwaukee, Wis., recently was elected president of Advertisers Mfg. Co., Ripon, Wis., a firm which makes advertising specialties. He had been secretary-treasurer of the latter firm.

Georgia-Pacific buys two firms

GEORGIA - PACIFIC CORP., Equitable Bldg., Portland 4, Ore., recently acquired Plywood Products Corp. The former issued 75,000 shares of its common stock (worth about \$4.3 million) for all the outstanding stock of the latter. Through a wholly-owned subsidiary, Georgia-Pacific Pine Mills, the company purchased all the outstanding stock of The Pilot Rock Lumber Co. of Oregon, for about \$11.5 million.



crimping tool, also available from the same source, the splicing sleeve is compressed. This process forms a tight bond, joining the fence wires.

According to its designers, the new splicing methods offers a number of advantages besides convenience and ease. It cuts splicing time to a matter of minutes; it facilitates the use of stronger, more durable medium-hard fencing; it serves equally well in installing new or repairing old fence, and performs the job equally well on woven or barbed wire; it will not damage wire coating.

Items — Short and Pertinent . . .

New businesses established

ARROW FENCE CO., has been opened by R. G. and Leon Schindler, at 3922 West Indian School Rd., Phoenix, Ariz.

KEENEY FENCE CO., 2949 N. 52nd Dr., Phoenix, Ariz., is a new firm doing contracting and sales, and operated by John Keeney.

PREMIUM FENCE CO., Santa Barbara, Calif., was recently incorporated—2,500 shares, no par. Gerald B. Parent, 19 W. Carrillo St., Santa Barbara, is listed as a director, along with Nan Crawford, 424 Los Feliz Dr., and Claire L. Parent, 2741 Vernon Rd., both of Santa Barbara. Fence construction is listed as the firm's major activity.

ALBRITE FENCE CO., San Bernardino County, Calif., was recently incorporated—\$75,000; \$100 par. Directors: Ralph T. Moore, Maudie F. Moore, 7080—36th St., and George W. Lyman, Jr. 8459 Donna Way, Riverside, Calif. Fence construction is listed as the firm's major activity.

5 STAR FENCE CO., INC., 26 Walt Whitman Rd., Huntington Sta., L. I., N. Y., recently was incorporated. Papers were filed by Jack Stanislaw, Main St., Smithtown Branch, N. Y.

Armco expands Baltimore works

ARMCO STEEL CORP., 703 Curtis St., Middletown, Ohio, last month started construction on a 405-foot-long steel building of 48,500 square feet. This is part of the \$1,800,000 expansion of steel processing and warehousing facilities at Armco's Baltimore, Md., works. Armco described the move as a "long-range plan to keep its facilities ahead of competition."

Fence law ruled invalid

IN TOLEDO, OHIO, that city's law department ruled that the City Council's recently adopted regulations on fence and hedge heights are invalid. The regulations require that front yard fences and hedges cannot be higher than three-and-one-half feet. Sideyard fences are limited to four feet, and are not to exceed seven feet in other locations. In spite of the legal ruling, however, the Council decided not to change the regulations.

California association meets

FENCE CONTRACTORS ASSOCIATION, INC., P. O. Box 5180, Metropolitan Sta., Los Angeles 55, Calif., last month held its first meeting of the fall and winter season, at the Water Wheel Restaurant, in Anaheim. The evening's discussion concerned all the factors involved in what it really costs to build a fence. The discussion was led by Maury Cohn, of Sunset Fence & Patio Co., 3626 Long Beach Blvd., Long Beach, Calif.

Fence man marks 20th anniversary

C. S. KIDD, the sales manager of the merchant wire and fence products division of The Steel Company of Canada, Ltd., 334 Wellington St., N., Hamilton, Ont., Canada, recently marked his 20th anniversary as a salaried employee of that company.

News Items . . .

Timely and Informative



Fence firm promotes in supermarkets

A SUCCESSFUL PROMOTION was recently completed by the San Diego Fence Co., 3820 Midway Dr., San Diego, Calif. Collaborating with a local supermarket chain of nine stores, San Diego Fence arranged for a prize drawing—the three winners received complete 10 x 14 foot "Fiesta" patios with roofs of "Alsynite" fiberglass in a choice of seven colors.

For several weeks before the prize drawing, all nine supermarkets displayed scale models of the patio (see photo) along with appropriate literature supplied by the fence company. At the same time, the supermarkets promoted the event with radio spots and pictures of the scale model display in double-truck newspaper ads. Shoppers were required to register at one of the nine stores. At one store alone, the manager reported 6,000 entries; all stores reported favorable reactions both to the display and the contest. And thousands of potential customers were made aware of the San Diego Fence Co.

Expansion at Taylor Fence

COMPLETION IS EXPECTED this month of a new \$35,000 warehouse for the Taylor Fence Co., 811 W. Fourth, Pueblo. The warehouse is located on a 250 x 290 foot tract in the 300 block of Santa Fe Drive, in Pueblo, and Taylor will now have two outlets. Sales and stock storage facilities will be maintained at the Fourth St. address. The new location features a complete sales store, and fenced storage yard. Three additional salesmen were added.

In announcing the expansion move, the company's president, Robert W. Taylor, also indicated that additional lines of products to be handled by the firm would include storm windows and storm doors, awnings, and patio covers. Since its inception 12 years ago, Taylor Fence has handled various types of fencing, including "Realock" chain link fabric by the Colorado Fuel & Iron Co., Denver, Colo.

Export opportunity

VOGAL (NZ), LTD., 21 Norton Rd., Hamilton, New Zealand, wants electric fencers, battery and non-battery operated. The company is a manufacturer and manufacturer's agent.

Items — Short and Pertinent . . .

New high-strength fiberglass panel

ALSYNITE DIVISION OF REICHHOLD CHEMICALS, INC., 4654 De Soto St., San Diego 9, Calif., is marketing "Gardlite," a new translucent fiberglass panel featuring an imbedded criss-cross pattern of 3/4" expanded steel. The panels are 1/8" thick, weighing approximately 18 ounces per square foot. They come in three basic colors, transmit a glare-free light, and come in standard lengths of four or eight feet, 48" wide.

Issue booklet on railing installation

A NEW BOOKLET, "How To Measure and Diagram Typical Railing and Column Installations," has just been issued by the Locke Mfg. Co., Lodi, Ohio. Most of the booklet is given over to 10 illustrations and explanations on how to measure and diagram typical installations. Each page is clearly illustrated, and the manufacturer reports that it is valuable in training new salesmen, as well as making the installer's job easier. One page each is also given to a glossary of terms, and five essentials of an order form. Locke Mfg. believes that the diagrams can readily be adapted to many local situations which the installer may meet. Previously the company issued a manual on its merchandising and marketing programs, as well as a Home Show folder.



Steel picket fence introduced

WESTMORELAND METAL MFG. CORP., Milnor St. & Bleigh Ave., Philadelphia 35, Pa., has introduced a new tubular steel picket fence, the "Executive," reported to cost considerably less than wrought iron fencing, with no sacrifice in appearance or endurance. According to the manufacturer, the fence can be mass-produced.

The entire fence is factory-finished with an all-weather vinyl coating, inside and out, for maximum protection and freedom from maintenance. Standardized six-foot sections are 42 inches high, with pickets that are five-eighths inches square, rails one-and-one-eighth inches square, posts one-and-five-eighths inches square. Gates are 42 inches high; opened widths of gates, 36, 42, 48, 54, and 60 inches. Dealers will receive the fence prefabricated, in cartons, with all hardware and instructions for installation. The gates are available in solid cast iron finial trims, plain and bird design.

ALA—Proj. #CH-41 (H), plans for construction at Mobile Infirmary, Mobile, est., \$930,000. E. C. Bramlett, administrator.—Proj. #PFL-183, plans for construction of water system, Beatrice, est., \$112,000. W. J. Mason, mayor.—Proj. #CH-31 (D), plans for construction at Spring Hill College, Spring Hill, est., \$435,000. Rev. Andrew C. Smith, president.

ALASKA—Proj. #CH-2(D), plans for construction at University of Alaska, Fairbanks, est., \$750,000. Ernest N. Patty, president.

ARIZ—Proj. #P-3066, plans for construction of sanitary system, Scottsdale, est., \$677,750. M. E. Kimsey, mayor.—Proj. #P-3065, plans for sanitary system, Gila Bend, est., \$250,000. Duane Holt, member, Bd. Dir., Gila Bend Sanitary Dist.

ARK—Proj. #PFL-V-3-130 and 129, plans for construction of sanitary facilities, Melbourne, est., \$95,000. A. J. Younger, mayor.—Urban Renewal, 141-acre "Military Heights" project, North Little Rock, est., \$2,089,038. W. F. Laman, mayor.

CALIF—Proj. #P-3444, plans for construction of water supply dam and reservoir, San Mateo County, est., \$500,000. J. A. Nunes, Chmn., Bd. Dir., Coastside County Water Dist., Half Moon Bay.—Proj. #P-3450, plans for storm drainage system, Napa County, est., \$2,467,300. N. D. Clark, Chmn., Napa County Bd. Supervisors, 5519 Knoxville Rd., Napa.—Proj. #CH-77(D), plans for construction at the college of the Pacific, Stockton, est., \$1,850,000. Robert R. Winterberg, Bus. Mgr.—Proj. #PFL-63, plans for construction of water and sanitary facilities, near Fresno, est., \$335,000. Delmar C. Say, Pres., Caruthers Community Services Dist., Caruthers.—Proj. #P-3439, plans for construction of sanitary facilities, Imperial Beach, est., \$347,000. Robert L. Wynn, city manager.—Award, by Calif. Dept. Public Wks., 5.5 miles of median blocked out metal beam barrier, Alameda County, to Wulferth Co., Inc., San Leandro, bid item cost, \$281,771.—Award, by Calif. Dept. Public Wks., 4.4 miles median barrier, on Harbor Freeway in Los Angeles, to Moulder Bros., Glendale, bid item cost, \$74,764.

COLO—Proj. #P-3021, plans for drainage facilities, Gunnison, est., \$884,000. J. E. Dunn, mayor.—Urban Renewal, 100-acre "Whittier School" project, Denver, est. net cost, \$1,100,725. J. Robert Cameron, Exec. Dir., Denver Urban Renewal Authority, 1653 Lawrence St., Denver.

CONN—Proj. #CH-12(S), plans for construction at the University of Bridgeport, est., \$1,100,000. Henry W. Littlefield, Vice Pres.—Urban Renewal, 7.3-acre "Commerce St.-Water St." project, Norwich, est. net cost, \$1,313,227. W. Robert Richards, Exec. Dir., Norwich Redevelopment Agency, City Hall, Norwich.

FLA—Proj. #PFL-174, plans for extensions and expansions of present water and sanitary systems, Carrabelle, est., \$280,000. Alva Bragdon, mayor.—Proj. #PFL-178, plans for construction of water system, Wewahatchka, est., \$240,000. Harold B. Canning, mayor.—Proj. #P-3073, plans for construction for Division of Corrections, State of Florida, est., \$879,147. H. G. Cochran, Jr., Florida Division of Corrections, Tallahassee.

GA—Proj. #P-3024, plans for construction of sanitary facilities, Clarkesville, est., \$225,000. Amilee C. Graves, mayor.

IDAHO—Proj. #CH-11(D), plans for construction at Boise Junior College, Boise, est., \$390,000. Clyde F. Potter, Sec'y.—Awards, by Idaho Dept. Highways, to Aslett & Twin Falls Const. Co., for highway work including guard rail, wire fence, steel gates, on 7.7 miles Interstate Highway 15, total bid, \$1,024,667; and to Kimberly Const. Co., for structures and bridges, including wire

AWARDS PROJECTS PROPOSALS

The information appearing in this issue concerning awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

fencing, on 6 miles SH 68, total bid, \$270,149; to Chicago Fence & Equipment Co., for delineators and traffic signs, 11 miles Int. Hwy. 90, total bid \$28,628.

ILL—Proj. #CH-89(D), plans for construction at Southern Illinois University, Carbondale, est., \$4,200,000. John S. Rendlemen, Legal Counsel.—Proj. #PFL-IV-11-81, plans for construction of sanitary system, Noble, est., \$128,000. John D. Shafer, Pres., Village Bd. Trustees.

IOWA—Awards, by Iowa State Hwy. Commission, for fencing, to the following: Al Munson Construction Co., Boone, in Warren County, \$58,667; F. A. Moser, Inc., Farmersburg, in Adair-Dallas-Madison County, \$45,822; Century Fence Co., Waukesha, Wis., in Harrison-Pottawattamie County, \$37,136; Montgomery & Herberger, Humboldt, in Polk County, \$30,361; J. H. McKlveen & Co., Prairie City, in Polk County, \$44,534.

KY—Proj. #PFL-181, plans for construction of water facilities, Salt River near Shepherdsville, est., \$302,000. Cecil Smothers, Chmn., Salt River Water Dist., Shepherdsville.—Proj. #P-3033, plans for construction of municipal building, Hopkinsville, est., \$633,025. F. Ernest Lackey, mayor.—Proj. #CH-40(D), plans for construction at Nazareth College, Louisville, est., \$485,000. Sister Laurita Gibson, Exec. Vice Pres.—Proj. #PFL-197, plans for construction sanitary facilities, Auburn, est., \$304,000. S. B. Eskew, mayor.—Urban Renewal, 6-acre "Town Center" project, Martin, est. net cost, \$213,922. W. W. Burchett, Exec. Dir., Martin Municipal Housing Comm., P. O. Box 501, Prestonsburg.

MASS—Proj. #P-3075-76-77, plans for construction of drainage facilities, South Hadley, est., \$1,548,700. Richard G. Bonneville, Chmn., Bd. of Selectmen.—Proj. #P-3072, plans for construction of sanitary facilities, Whitman, est., \$2,594,000. Clinton G. Bradshaw, Chmn., Bd. of Selectmen, Whitman.—Proj. #P-3078, plans for construction of sanitary facilities, Tewksbury, est., \$2,510,000. Roger Lafreniere, Chmn., Planning Bd., Tewksbury.—Proj. #P-3079, plans for construction of incinerator, Swampscott, est., \$400,000. George B. Thompson, Chmn., Bd. of Selectmen, Swampscott.—Proj. #P-3074, plans for construction of senior high school, Abington, est., \$2,391,000. Francis S. Murphy, Treas., Town of Abington.—Urban Renewal, 108-acre "Houghton project, Cambridge, est., \$5,600,000. John E. Connolly, Exec. Dir., Cambridge Redevelopment Authority, 57 Inman St., Cambridge.—Urban Renewal, 45-acre "Crescent Court" project, Brockton, est., \$932,000.

MICH—Proj. #P-3049, plans for construction of water supply system, Plainfield, est., \$1,630,000. Jay V. Smith, Township Supervisor.—Proj. #P-3037, plans for construction of sanitary facilities, Paris Township, est., \$2,090,000. Fred S. Darling, Township Supervisor.—Urban Renewal, 651-acre "Grand River" project, Grand Rapids, est. net cost, \$2,801,252. Alfred H. Rypstra, City Manager.—Urban Renewal, 154-acre "Southwest Redevelopment" project, Inkster, est. net cost, \$2,148,223. Eldon H. Mickels, Dir. of Planning, 4310 Middlebelt, Inkster.

MINN—Proj. #CH-30(D), plans for construction at the College of St. Catherine, St. Paul, est., \$1,000,000. Sister Mary William, Pres.—Proj. #P-3021, plans for sanitary system improvements, Jordan, est., \$200,000. John Stang, Pres. City Council.—Proj. #P-3030, plans for water and sanitary facilities, Plymouth, est., \$1,838,000. Howard C. Anderson, mayor.—Award, Minn. Proj. #I-494-4 (31) 234, by Minn. State Hwy. Dept., to Anchor Fence Co., Minneapolis, for 27,771 lin. ft. chain link fence, 60" high, and one vehicular gate, \$48,475.—Award, Minn. Proj. #I-090-3 (38) 174, by Minn. State Hwy. Dept., to Minn. Fence & Iron Works, Inc., St. Paul, 4.2 miles fencing near Austin, \$60,461.

MONT—Proj. #P-3139, plans for addition to Teton County Hospital, Choteau, est., \$250,000. G. E. Monkman, County Clerk.—Proj. #CH-24(H), plans for construction at Montana Deaconess Hospital, Great Falls, est., \$1,133,500. C. K. Shiro, administrator.—Proj. #P-3137, plans for construction of elementary school, Columbia Falls, est., \$343,125. Basil Everin, Chmn., Bd. Trustees, School Dist. No. 6.—Proj. #P-3136, plans for construction of elementary school, Yellowstone County, est., \$40,700. Robert H. Burton, Chmn., Bd. Trustees, Rt. 3, Billings.—Proj. #P-3134, plans for street improvements, Livingston, est., \$143,400. James P. McGuire, mayor.—Proj. #CH-23 (DS), plans for construction at Rocky Mountain College, Billings, est., \$692,000. Philip M. Widenhouse, Pres.

N.H.—Proj. #P-3028, plans for construction of sanitary facilities, Newport, est., \$1,020,000. Howard H. Reed, Town Mgr.—Proj. #P-3027, plans for construction of sanitary facilities, Lincoln, est., \$1,000,000. George M. McGee, Sr., Selectman.—Urban Renewal, 12-acre "Marcy-Washington" project, Portsmouth, est. net cost, \$816,328. Edward J. Abbott, Exec. Dir., Portsmouth Housing Authority, 25 Vaughan St.—Award, by New Hampshire Dept. Public Works & Highways, to George Brox, Inc., Dracut, Mass., for highway work on N.H. 16, including 1,880 lin. ft. 3-cable guard rail, bid \$3,572; and 216 lin. ft. 1½" aluminum pipe guard rail, bid \$1,512; total bid, \$458,375.

N.J.—Urban Renewal, 8-acre "Lead Pencil" project, Hoboken, est. net cost, \$1,144,670. M. Edward DeFazio, Exec. Dir., Housing Authority, 400 Harrison St.—Urban Renewal, 195-acre "Old Third Ward" project, Newark, est. net cost, \$17,375,397. Louis Danzig, Exec. Dir., Housing Authority, 57 Sussex Ave.; also, in the same city, 36-acre "Newark Plaza" project, est., \$4,003,133.—Urban Renewal, 25-acre "Henderson Street" project and 24-acre "Jackson Avenue" project, Jersey City, est. net cost respectively, \$3,162,243 and \$2,454,643. John Lauten, Exec. Dir., Jersey City Redevelopment Agency, 61 Summit Ave.

N.Y.—Proj. #P-3063, plans for construction of sanitary facilities, Grand Island, est., \$1,006,000. George J. Burgstahler, supervisor.—Proj. #30-CH-109D, plans for construction at Fashion Institute of Technology, New York, est., \$1,770,000. Lawrence L.

MORE—Next Page

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AWARDS PROJECTS ETC.—from Page 22

Bethel, Pres.—Proj. #30-CH-107(D), plans for construction of housing at 13 New York state colleges in Albany, Brockport, Buffalo, Cortland, Fredonia, Geneseo; New Paltz, Oneonta, Oswego, Plattsburgh, Potsdam, Stony Brook, Harpur, est., \$15,074,000. Clifton F. Flather, Administrative Dir., Dormitory Authority of the State of New York, Albany.—Proj. #P-3068, plans for construction of sanitary facilities, Sherburne, est., \$448,600. D.B.H. Dalrymple, mayor.—Proj. #P-3059, plans for construction of sanitary facilities, Fulton, est., \$1,500,000. Elon K. Rowlee, mayor.—Proj. #P-3066, plans for construction of sanitary facilities, Orange-town, est., \$1,436,505. Clarence A. Noyes, supervisor, 46 S. Broadway, Nyack.—Proj. #P-3055, plans for construction of sanitary facilities, Chittenango, est., \$1,399,577. Clair A. Button, mayor.—Proj. #CH-117(DS), plans for construction at Ithaca College, Ithaca, est., \$3,370,000. Ben A. Light, Sec'y.—Proj. #30-CH-108(DS), plans for construction at the College of Mount St. Vincent, New York, est., \$1,360,000. Sister Catherine Marie, Academic Pres.

ORE.—Proj. #P-3060, plans for construction at the University of Oregon, Eugene, est., \$1,670,000. H. A. Bork, comptroller, Oregon State Bd. of Higher Education, Box 5175, Eugene.—Proj. #P-3057, plans for construction of sanitary facilities, Salem, est., \$4,929,400. Kent Mathewson, city administrator.—Proj. #P-3054, plans for additions and improvements to existing water system, Brookings, est., \$752,050. C. F. Campbell, mayor.—Proj. #PFL-73, plans for construction of water system, Seal Rock, est., \$158,000. O. S. Knox, Chmn., Bd. Commissioners. Proj. #P-3059, plans for construction at Portland State College, Portland, est., \$2,340,000. H. A. Bork, comptroller.

PA.—Proj. #CH-109(D), plans for construction at Villa Maria College, Erie, est., \$1,228,000. Mother M. Aurelia A'Hearn, Pres.—Proj. #P-3246, plans for construction of sanitary facilities, Biglerville, est., \$415,000. Earl E. Ecker, Sec'y, Borough Council.—Proj. #CH-107(S), plans for construction at Gan-

non College, Erie, est., \$1,330,000. Wilfred J. Nash, Pres.—Proj. #CH-110(D), plans for construction at Mount Mercy College, Pittsburgh, est., \$1,512,000. Sister M. John Francis, Pres.—Proj. #CH-108(D), plans for construction at Waynesburg College, Waynesburg, est., \$455,000. Paul R. Stewart, Pres.—Proj. #P-3242, plans for construction of sanitary system, Lower Southampton Township, est., \$4,200,000. George Kinkle, Chmn. Lower Southampton, Bucks County, Municipal Authority, Trevoze.—Urban Renewal, one-acre "St. Luke's" project, Philadelphia, est. net cost, \$485,655. Francis J. Lammer, Exec. Dir., Redevelopment Authority of the City of Philadelphia, 1818 Rittenhouse sq.—Urban 12-acre "Allegheny Center" project, Pittsburgh, est., \$15,704,523. Robert B. Pease, Exec. Dir., Urban Development Authority of Pittsburgh, 200 Ross St.—Urban Renewal, 35-acre "Hook Road Area No. 2" project, Darby Township, est. net cost, \$1,437,936. George S. Mitchell, Exec. Dir., Redevelopment Authority of the County of Delaware, Media.

PUERTO RICO.—Proj. #CH-15(D), construction at the University of Puerto Rico, San Juan, est. \$400,000. Jaime Benitez, Chancellor.—Proj. #52-CH-12(DS), plans for construction at the Inter-American University of Puerto Rico, San German, est., \$875,000. Ronald C. Bauer, Pres.

S.C.—Proj. #CH-23(DS), plans for construction at the College of Charleston, Charleston, est., \$240,000. George D. Grice, Pres.—Proj. #PFL-182, plans for construction of water system, Nichols, est., \$129,000. G. Worth Norman, mayor.—Proj. #P-3012, plans for construction of three municipal buildings, Columbia, est., \$5,940,000. Lester L. Bates, mayor.

S.D.—Plans for construction at the South Dakota State College of Agriculture & Mechanical Arts, Brookings, est., \$1,975,000. H. M. Briggs, Pres.

TEX.—Proj. #P-3077, plans for construction of water supply system, Port Mansfield, est., \$563,000. Charles R. Johnson, Willacy County Navigation Dist., Raymondville.—Urban Renewal, 285-acre "South Dalworth" project, Grand Prairie, est. net cost, \$1,646,699. Eugene W. Hill, Dir. of Urban Renewal.—Urban Renewal, 51-acre "Valle Hermoso" project, Mission, est., \$525,558. B. F. McKee, Exec. Dir., Urban Renewal Agency, 704 E. 9th St.

VT.—Proj. #P-3047, plans for construction of water facilities, Poultney, est., \$190,880. Russell I. William, Jr., Village Pres.

WASH.—Proj. #3085, plans for improvements to existing sanitary system, Othello, est., \$158,000. M. W. Faudree, mayor.—Proj. #P-3088, plans for construction of highway bridge, near the town of Woodland, est., \$471,000. Charles S. Nordstrom, Chmn., Bd. of Cowlitz County Commissioners, Woodland.—Proj. #CH-36(S), plans for construction at the Central Washington College of Education, Ellensburg, est., \$811,000. Robert E. McConnell, Pres.—Proj. #P-3086, plans for the construction of additional sanitary facilities, Seattle, est., \$1,194,500. Harold E. Miller, Exec. Dir. of the Metro Council, Seattle.—Proj. #P-3095, plans for improvements to the park systems playgrounds, Tacoma, est., \$269,400. William O. Glundberg, Supt. of Parks, Metropolitan Park Dist.—Proj. #3091, plans for construction of senior high school, Issaquah, est., \$1,647,000. T. R. Deering, Supt. of Schools; in same city, plans for additions to elementary schools, Proj. #P-3092, est., \$69,892, and Proj. #P-3090, est., \$458,400.—Proj. #P-3093, plans for the construction of new aquarium, Tacoma, est., \$379,000. William O. Glundberg, Supt. of Parks.—W.Va.—Proj. #46-CH-32(S), plans for construction at Concord College Athens, est., \$1,400,000. J. Therin Rogers, Bus. Mgr.

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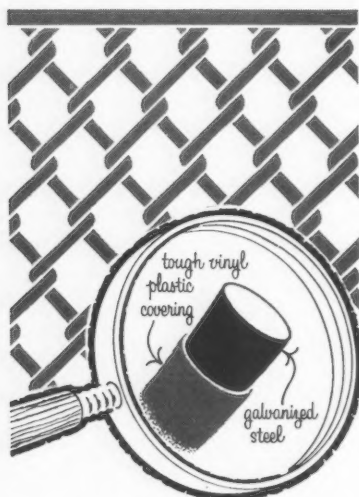
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News Items . . . Timely and Informative

New company active in guard rail

NASSAU STEEL CORP., Brickyard Rd., Cranbury, N. J., established in the latter part of 1959, recently delivered its first shipment of 15,000 feet of steel beam guard rail to Whitmyer Bros., Hammon-ton, N. J. Nassau steel has issued a specification sheet, showing drawings and facts on the rail element, the mounting posts, the bolts, the ends, and the finish. Reverse side of the sheet tells "how to order guard rail."

Institute adopts new name

THE WELDED STEEL TUBE INSTITUTE, Hanna Bldg., Cleveland, Ohio, is the new name for this organization, founded in 1930, and heretofore known as the Formed Steel Tube Institute. A non-profit organization, the Institute was established to encourage research and development, foster efficient production, inform member firms, and explore new markets and product applications.

Fence firm burglar caught

FORMER DEPUTY SHERIFF of Arapahoe County (Colo.), Gene A. Haas, recently was charged with a series of burglaries last fall at the Elcar Fence & Supply Co., 4940 E. Evans Ave., Denver, Colo. Haas was linked with the Elcar burglaries by articles presumably dumped from his car at a junk yard near Castle Rock, Colo.

No longer in fencing

AERO SUPPLY MFG. CO., INC., Corry, Pa., the successor to the now defunct Standard Turnbuckle Co., also of Corry, reports that it is no longer associated with the fence industry.

HERCULES STEEL & WIRE FENCE PRODUCTS CO., 62 Richmond W., Toronto, Ont., Canada, does not at the present time manufacture fencing, according to Meyer Brenner, president of Meyer Brenner & Co., Ltd.

THOMAS S. CRANDALL, Thomas S. Crandall Ticoat Bamboo, P. O. Box 204, Atlanta 1, Ga., has retired and moved to Arizona.

Discontinues fence business

DEMEULES BROS., INC., 1009 Washington Ave., N., Minneapolis, Minn., has informed us that it is discontinuing its fencing business.

Contractors improve bidding practices

THE SOUTHERN CALIFORNIA CHAPTER of the Associated Contractors of America joined with the Building Contractors Association, Home Builders of America, and the Engineering and Grading Contractors Association to bring about a new voluntary improvement in bidding on private and public construction projects. They agreed that all sub-contractor bids must be turned into the general contractor at least four hours before the general bid is submitted to the awarding authority. The purpose of this is to allow the general contractor to check on credit, experience, and responsibility of the sub-contractor.

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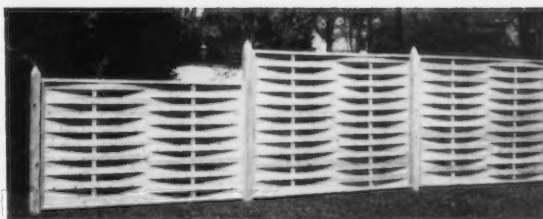
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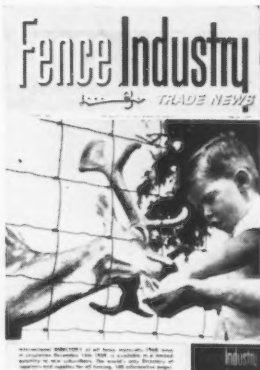
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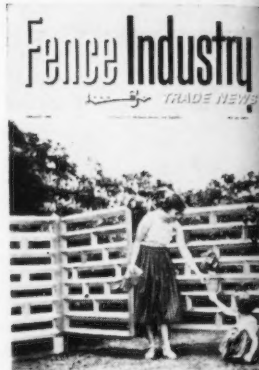


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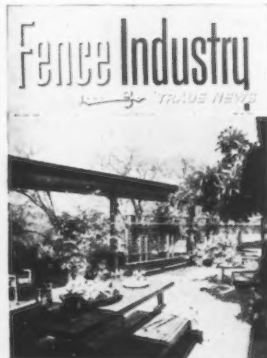
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